

The AMERICAN LEGION Weekly

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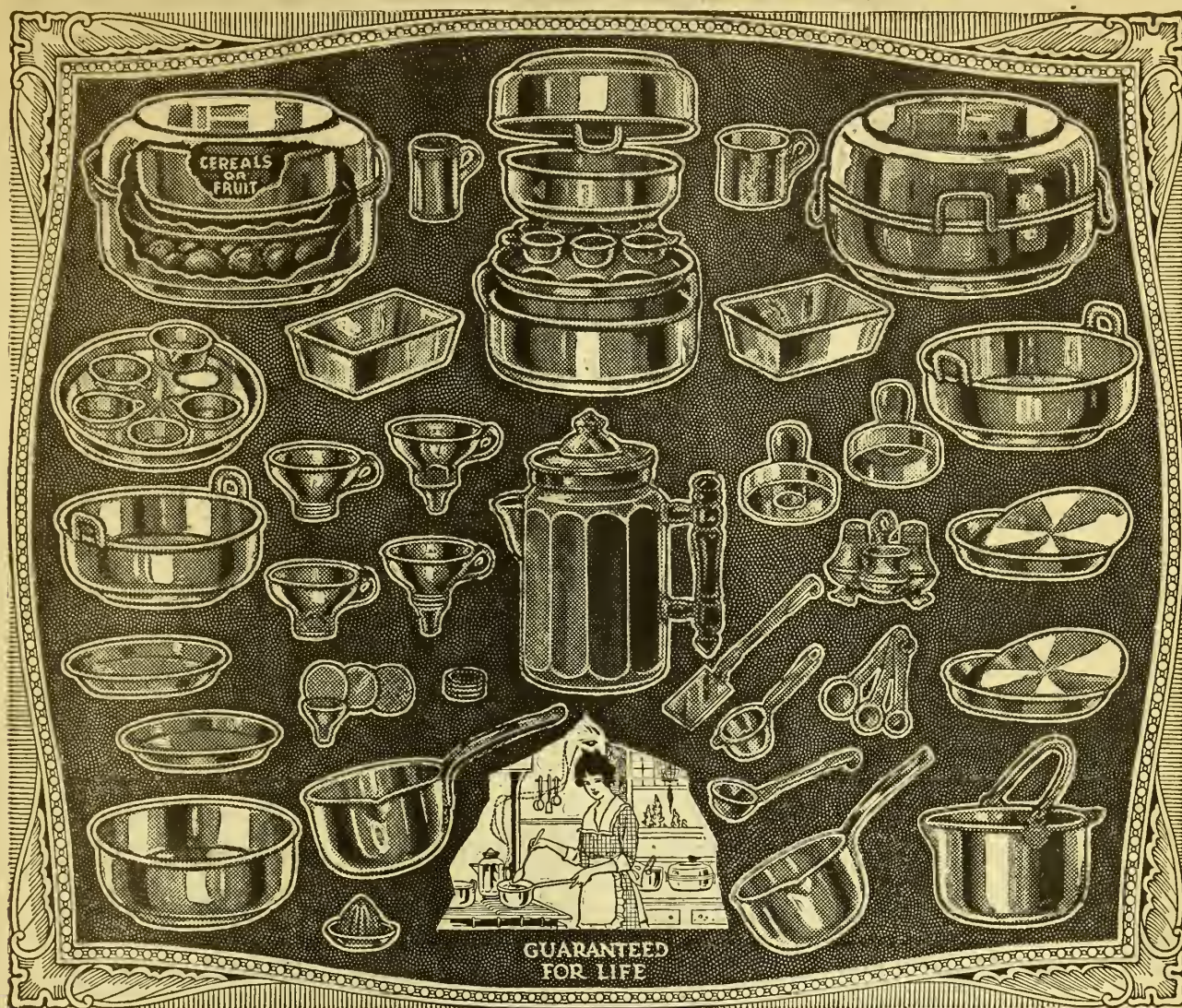
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You've made us feel at home

You've gone places where the minute you entered the door, everybody seemed glad to see you; shook hands with you; slapped you on the back; gave you a cheery greeting; made you a part of the gathering

That's the way we feel about coming into the American Legion Weekly. We have received letters of congratulation and welcome from every part of the United States

It isn't very often that we have so much direct response from our advertising, so the letters we've received from American Legion men make us feel that we're in with a live, enthusiastic crowd

Hart Schaffner & Marx

Good clothes makers

The Women's Auxiliary Looks Ahead

The Legion's Big Sister, Not to Mention Its Mother, Its Wife and All Its Daughters, Lays Plans for Its First National Convention

CIVILIZATION'S great reserve forces are now marching into the front lines. The last quarter of a century has seen a great change in humanity's fighting units in the battle of progress. Those who were non-combatants since history's beginnings began, not so long ago, to move forward in mass formation into the zone of action in every single field of human activity, and so recent has been the start of this movement and so incomplete is it still that none may estimate yet just what the ultimate effect will be on society.

Which means that woman is now an equal partner of man in the business of life and that she is no longer asking any favors of him when there is any peaceful fighting to be done. She has learned—and it has been only a short time since she began to want to learn—that she does not need any handicaps in the race for accomplishment. And she has learned that she shares equally with man the inheritance that all human development has bequeathed to those who populate the earth today.

She has not sacrificed her old prerogatives. She has simply taken possession of the rights which always have belonged to her but had been unclaimed through sufferance. She is still the wife and mother, but she is not the wife and mother alone. The great scientific advances, the discoveries in the conservation of forces, have enabled her to put to new uses her tremendous energies which tradition and prejudice had held enchained since apple blossom time in the Garden of Eden.

There was realization of woman's new place in America even before the war. One by one she had conquered the professions. Stronger and stronger had grown her position in the business world. When the World War came she was advancing all along the line. The whole world remembers how woman helped shoulder the burdens of the war, how she exercised her new powers in humanity's crisis. And when she was granted the vote in the United States in 1920, so well had she demonstrated the preposterousness of the ancient antagonisms which had tried to "keep her in her place" that American men

welcomed her to the new voting plane without misgivings and with wholehearted friendliness.

And woman is also bearing an equal share of the burden of reconstruction. The women who worked long hours in Red Cross sewing rooms in 1917 and 1918, who served until weariness in the canteens, information booths, hospitals and recreation centers, or single-handed in city apartment or farm home used their energies to sustain the morale of those who were fighting their battles in uniform, those same women have not laid down the burden in peacetime. In ever-increasing numbers they have enrolled themselves for the present-day struggle, the effort which promises to

bership The American Legion itself. There are at present almost 3,400 units of the Women's Auxiliary, distributed through more than 50 departments of the Legion. Not only in each of the 48 States and the District of Columbia, but in Alaska, Hawaii, the Philippines, Cuba and France units are flourishing. Eventually it is hoped that there will be a unit of the Auxiliary for each of the Legion posts, now numbering 10,650, and already many States have started out to eliminate "bachelor posts" by Auxiliary missionary work. Iowa now leads all the departments in the number of Auxiliary units, having a total of 231. New York is second with 228; Minnesota is third, with 218; Illinois fourth with 186; Pennsylvania fifth with 181, and Massachusetts sixth with 174.

The total membership of the Women's Auxiliary is estimated at 170,000. Active membership-getting has been proceeding so rapidly recently, however, that this figure is probably an underestimate of the actual number of women who have enrolled. Even this figure, though, means that the Women's Auxiliary of the Legion today is one of the largest active organizations of women in the world. But the figure acquires most importance when it is used as the basis for computing the membership which will almost certainly be obtained by the organization in the next few years. The potential membership runs above 10,000,000. The mothers and wives, sisters and daughters of the 4,500,000 Americans

who served in the World War include a most sizable fraction of the 110,000,000 persons counted by Uncle Sam in the last census, and the Women's Auxiliary is going to do its very best to prove to every one of them that there is work still to be done and that the call to duty is as plain now as it was in the two fighting years.

The Women's Auxiliary will hold its first annual convention in Kansas City, Missouri, October 31, November 1 and 2, in conjunction with the Third National Convention of The American Legion, and this Auxiliary Convention is expected to bring before several hundred women delegates the inspiring vision of

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Two Years Old—3,400 Units Strong

MORE than 170,000 women, members of 3,400 units, will be represented at the First National Convention of the Women's Auxiliary of The American Legion to be held at Kansas City simultaneously with the Third National Convention of the Legion, October 31, November 1 and 2. Less than two years old, the Auxiliary has completed departmental organizations in more than 30 states, but awaits permanent national organization and the choice of a national headquarters at Kansas City. In the nine months preceding August 1, the Auxiliary increased the number of its organized units from 1,338 to 3,326, a gain of 1,988. Ultimately, every Legion post is expected to have an Auxiliary unit. At Kansas City the Auxiliary will consider, among other important matters, a change in name, recommended at the Cleveland Convention of the Legion last year. The choice, however, rests entirely with the women, whose only restriction of policy and management is that they uphold the ideals and purposes of The American Legion.

be unrelenting for many years to come, to keep the benefits won from the war from slipping back into oblivion under the weight of the troubles which are war's aftermath. They are enrolling themselves in the Women's Auxiliary of The American Legion, because that organization is the one effective means by which they can make their willing energies effective in the task at hand. They are making of the Women's Auxiliary a high-powered engine of good work, and as this engine gathers speed its power is becoming felt throughout the United States.

Scarcely two years old, the Women's Auxiliary of The American Legion today shows signs of surpassing in mem-

The World's Biggest Mopping-Up Job

The Government, the Red Cross and the Legion Launch a Campaign to Clean Up Every Claim Held by a Veteran Against Uncle Sam

WITHIN twenty-four hours after the Sweet Bill became a law, three organizations—the Veteran's Bureau created by the Sweet Act, the American Red Cross and The American Legion—from one end of the country to the other were engaged in a vast drive to bring to the disabled veterans of the World War the succor long intended for them but waylaid on a road clogged with red tape, inefficiency and lack of contact.

There was something inspiring about the way the Government, the Red Cross and the Legion sprang to the task, something reminiscent of bygone days in a land across the sea when the objectives were ahead, the barrage laid down, the word to go given and the O. D. hosts shot forward knowing little and caring less what stood between. Now, as then, it only mattered that there was a man-size job to be done.

Bare mention of the way the disabled situation stood the day the Sweet Bill became law and the drive

began is sufficient to indicate that it was no pink-tea affair upon which the relief party was embarking. There were 248,411 veterans, alleging disability, with claims for compensation rejected. There were, according to experts, between fifty and seventy-five thousand veterans suffering from tuberculosis and mental diseases receiving no hospital treatment, care or rehabilitation. There were 41,339 disabled veterans declared eligible for vocational training and not taking it, 16,071 with claims for training pending, 115,776 with claims for training rejected. A grand total of 471,597 claims against the Government, a goodly portion of them at least just, deserving and needy ones, without action or results. Some hill to take, that!

The idea of a great nation-wide drive for disabled veterans of the World War was long in the wind before it got under way the first week in August. Different departments of The American Legion had from time to time undertaken such

drives in their own States with varying degrees of co-operation from representatives of the government agencies and with results good, bad and indifferent. The need had long been felt, however, for a clean-up drive which would operate simultaneously in all the States, which would have behind it the united efforts of the Government, the Red Cross and the Legion, proceed from a highly-developed co-operative organization directed from central authorities and result in quick and decisive action on all claims by a specially detailed and prepared section of the Government's machinery. Such a project was much in the heart of the late National Commander Galbraith, who before his death devoted much time and thought to the matter and worked out a plan which is substantially the one now in actual operation.

Representatives of the Government, the Red Cross and the Legion held numerous conferences in Washington

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Legionnaire, This Nation-Wide Clean-Up Campaign Is *Your* Opportunity

From the Director of the Bureau of War Risk Insurance

THE Director of the Bureau of War Risk Insurance has recently promulgated an order for a clean-up campaign which has as its end in view to advise all ex-service persons of their rights under the War Risk Insurance Act, to assist disabled ex-service persons in obtaining compensation that may be due them, and to insure promptness in providing proper medical care and treatment.

The American Legion is to have a prominent and conspicuous part in rendering assistance to the Director of the Bureau of War Risk Insurance in this campaign. The National Commander has given his endorsement to the program and various field officers of the Bureau of War Risk Insurance have actively started the campaign, to the end that the fullest co-operation may be obtained from the various department commanders and local posts. This will be a signal opportunity for The American Legion to prove its genuine interest in the disabled ex-service man.

The campaign will afford an excellent opportunity to right many of the wrongs that have been done disabled veterans, to give assistance to the work of their relief, and to introduce the often forgotten element of speedy adjudication of claims.

The Director of the Bureau of War Risk Insurance assures The American Legion that there will be no needless procrastination in the settlement of claims that may come to the attention of the clean-up squad. It is also assured that it will be the avowed intention of this clean-up squad to avoid the mistakes of the past. The campaign should have the generous encouragement of the entire American Legion, and if this is done, the disabled veteran will receive encouragement through its successful operation.

Let us clear the way for the new Veterans' Bureau authorized by the Sweet Bill.

C. R. FORBES

From the Director of the Legion's National Service Division

WE speak of ourselves as ex-service men, but I like to think of all members of The American Legion as men who have not only served but are still serving their countrymen and their comrades. As long as the Legion serves, it cannot fail.

Rarely has there been presented a finer opportunity for us to serve than we face in the great nation-wide drive just inaugurated by the newly created Veterans' Bureau, the American Red Cross and The American Legion—a drive to clean up and dispose of the thousands of claims of disabled veterans for government help which have too long been held up in coils of red tape.

The Legion is being called upon to play a big part in the drive, and to play that part in a big way. We are having a Legion representative on each one of the clean-up squads in each State, and in addition are placing a Legionnaire on full time liaison duty in each one of the fourteen regional offices of the Veterans' Bureau. Great plans are being formulated by the national organization, but their execution lies almost wholly within the hands of Legion posts and members out in the field where the work must be done.

Don't read about this drive and forget it. See your post officials and ask them what they know about it, what word they have, what you individually can do. If they seem lukewarm, stir them up. If they don't know anything about it, ask them to get in touch with department headquarters. Then make it a point to talk the thing up, throw a little ginger into the next Legionnaire you meet, ask your local paper to look into it—constitute yourself, in short, a committee of one to boost the drive.

Let The American Legion show that when it talks about service it does not mean lip-service.

ALBERT E. HAAN

Go Sell, Young Man, Go Sell!

“For the Next Twenty Years, the Salesman Is Going to Be Pretty Nearly the Most Important Man in the World”

By William Maxwell

WILLIAM MAXWELL is vice-president of Thomas A. Edison, Inc., and a recognized authority on the art and science of salesmanship. His knowledge of “the twentieth century profession” is based on more than an academic study of its psychology, for Mr. Maxwell has enjoyed a practical experience with salesmanship which began with

soap selling on a house-to-house basis. In this article he writes from the viewpoint of the kitchen door as well as from that of the mahogany desk. And what he has to say is applicable not alone to the professional salesman, but to the clergyman, the actor, the man who would a-wooing go—to each and every one of us who is trying to make a success of life.

IF Horace Greeley were alive today the chances are that he would want to amend the famous advice he offered to the ambitious youth. Instead of admonishing the latter to “go West,” he would probably convey to him the suggestion presented in the title of this article. For there is little doubt that, for the next twenty years, the salesman is going to be pretty nearly the most important man in the world, and the rewards of salesmanship are going to be commensurately high.

We are apt to think of engineers and workmen as those who restore the wastes of war and revive industry in peace time, but, as a matter of fact, the salesman who sells the ideas which prompt the work, the securities which finance it, and the materials and equipment essential to its accomplishment, is really the dominant figure in the situation. As Thomas A. Edison recently said, “The salesmen of the country can do more than anyone else to keep the wheels of industry turning at full speed. The salesman had to take a back seat during the war, but his time has now come.” In other words, a revival of salesmanship, which went into a considerable decline during the boom period, is going to be a potent factor in stabilizing general conditions.

So substantial are the rewards of good salesmanship likely to be from now on, and so feasible is it for practically any man of average intelligence to train and develop himself into a good salesman—in spite of a widespread belief to the contrary—that if I were a young man confronted at the present moment with the problem of choosing a career I would give serious consideration to salesmanship as a profession; and if I were already a salesman I would make it a point to take steps immediately to become a better one.

Even the man who is filling a position in the industrial or professional world which, at first thought, might not seem to demand a knowledge of even the rudiments of the art of selling, would be well advised to take up the study of salesmanship—not necessarily with the idea of eventually abandoning his present line of endeavor to seek a job as a professional salesman,

but because the chances are that proficiency in salesmanship would be a big help to him in his business, no matter what the nature of that business might happen to be.

For, after all, there are few lines of human effort which are not really salesmanship. Is not the lawyer's eloquent address to the jury actually a “selling talk”? Doesn't the clergyman, exhorting his congregation from the pulpit, attempt to sell salvation? The actor realizes that his chances of fame and fortune depend on his ability to “sell himself” to his audience.

More has been learned of the art of salesmanship at kitchen doors than could have been derived from a year's study of a whole library of text books

Likewise the young man wooing a girl has got to employ salesmanship in order to make good with the maiden, and possibly with her family. And if he happens to encounter competition in his courtship, he is likely to find that a pretty high grade of salesmanship is required.

These may sound like far-fetched illustrations of the point I am trying to make, but it is possible to present more concrete ones. The difference, for instance, between a prosperous master plumber, with a fine, street-level shop on Main Street, and a struggling master plumber whose business is located in a dingy basement on an obscure side street can generally be expressed in one word—salesmanship. Both may be equally efficient mechanics, but the former understands how to sell his work, and the latter does not.

Let us consider the case of a young man whose occupation is driving a taxicab. Has he any reason at all to be interested in the subject of salesmanship? In the language of the day, I'll say he has—and say it with considerable emphasis. Here, in fact, is an instance where proficiency in the art of selling would be particularly efficacious in pushing open the door of Opportunity.

It may not require salesmanship to steer a taxicab along the highways, and it can be conceded that as a general rule, not a great deal of salesmanship is needed to induce a passenger to enter the vehicle. But, assuming that our young chauffeur is ambitious, he is of course, not going to be satisfied to remain on a taxicab company's pay-roll as a driver all of his life. One of two things



is going to happen—either he will eventually change his occupation for one that offers better prospects of advancement, or he will seek advancement along the lines of his present activities. If he decides on the former course, where could he find a new career that offered him more opportunities, or where the transition could be more practically made, than in the profession of salesmanship? If, on the other hand, he decides to remain in the taxicab business, and to carve out a future in it, he is probably looking forward to the day when, instead of sitting at the wheel of another man's machine, he is going to own a string of taxicabs himself—and when that day arrives he is going to find salesmanship useful to him in many ways.

Right at the start, for instance, he will probably need somebody to finance his venture, and his prospects of obtaining the necessary capital may depend largely on his ability to put up a good selling talk. Any struggling young business man who has had to go to a banker for a loan is in a position to testify to the important part good salesmanship usually plays in such a transaction.

I could cite a hundred more instances, but I take it that the above will be sufficient to make it clear that the advice, "Go sell, young man! Go sell!" applies not to a select few, but to almost every young man who may happen to read these lines. When I hear people talking about "luck" in business life, the thought always comes to me that what they call "luck" is usually nothing more or less than salesmanship. There may be such a thing as luck, but I believe that in nine cases out of ten the reason one man forges ahead while others whose work is of equal merit remain in the business rut is because the former understands

not only how to do his work well, but how to sell it—and himself.

I have always had my doubts, too, as to the truth of that famous and much quoted utterance to the effect that if a man knows how to build a better mouse-trap than his fellows the world will beat a pathway to his door, no matter in what neck of woods he may happen to be located. It ought to be that way, and perhaps some day it will be—when the business millenium arrives—but in the meantime the maker of the best possible mouse-trap is likely to discover that the world is passing him by on its way to a rival whose mouse-trap is a much inferior article, but whose salesmanship is superior.

We often hear it said that "salesmen are born, not made." If that were really the case, there would be but little purpose, of course, in handing out general advice to young men to give consideration to the importance of salesmanship. As a matter of fact, however, as I have pointed out above, it is possible for almost any man to train and develop himself into a good salesman. For a large part of my business career I have been a sales manager, and it has fallen to my lot to have a hand in the training of thousands of men in the art of selling. My experience has taught me to view with alarm the man who believes that he is a "born salesman." I am thoroughly convinced that, as the farmer exclaimed the first time he saw a giraffe, "There ain't no such animal."

The chief difficulty to be overcome in training salesmen, I have found, is the individual's resentment at the highly personal criticism and minute direction to which he must submit, if he is to be thoroughly trained. If a salesman would accept instruction, rehearsal, and criticism with the same good grace that

the traditions of the stage require from the actor, it would be comparatively easy to develop any intelligent person into a good salesman. Unfortunately, however, while the actor—even though he may happen to be the greatest star in the theatrical constellation—is always willing to place himself pliantly in the hands of the dramatic impresario, the man who expects to devote his life to selling merchandise in pretty nearly nine cases out of ten will entertain a prejudice against any form of instruction that is at variance with his instinctive methods of procedure.

I doubt if any President of the United States has ever ridden down Pennsylvania Avenue on Inauguration Day without previously practising a smile and bow to the populace. At all events, it is a historic fact that Napoleon hired an actor to coach him and rehearsed in front of a mirror before he was crowned Emperor. Yet if the young retail salesman who is in the habit of greeting customers with an inane smirk were asked to correct that habit by practicing smiling and correct posture in front of a mirror the chances are that he would indignantly hand in his resignation.

There is more to the selling game, of course, than knowing how to smile properly, but I am merely trying to illustrate my point as to the difficulty the sales manager encounters in training his men because of the unwillingness of the average "born salesman" to accept criticism and to submit with good grace to intensive direction. It is because of this difficulty that I am strongly inclined to think that unusually good salesmanship material is to be found in the general run of ex-service men. Like the actor, the man who has been mustered out of the Army

(Continued on page 20)

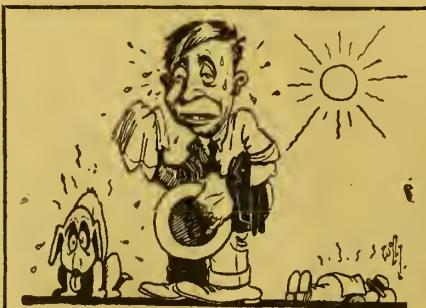
As the Posts Look In One State's Papers

THE Legionnaires who are conducting the Kansas branch of The American Legion News Service have an excellent opportunity to study the treatment accorded the Legion in the newspapers of that State, notable among students of the press for the high standard of rural journalism which it has set and is consistently maintaining. Not only is the Kansas Legion receiving suitable and intelligent publicity, thanks to the co-operation of local newspapers and the state branch of the News Service, but the posts themselves are making worth-while news through their own activities—news that the newspapers are bound to publish as interpreters of community effort. The Kansas branch of the News Service summarizes the recorded activities of the posts as follows:

"To glance over the two hundred and fifty daily and weekly newspapers publishing American Legion news notes in Kansas and note the scores of instances where Legion and Legion Auxiliary members are busily engaged in helping their home town in one way or another is to be impressed by the extent to which the efforts of the Legion and its Auxiliary are bound up with the welfare of our great State, notwithstanding the fact that three years ago the organization had not been

thought of and its members were spread throughout the world, honorably performing whatever duty Uncle Sam saw fit to assign them.

"Yet some people say that the Legion is a selfish organization. If reverently



It may be as hot as

it was three summers ago in the big bulge which the Germans punched into the Allied line between Solissons and Rheims. But it wasn't too hot then for the A. E. F. to prick the Prussian bubble and flatten it out against the Vesle. And it isn't too hot now to prevent you from doing your one-man best in the every-member-get-a-member campaign.

receiving the bodies of its dead comrades and laying them tenderly to rest with all the honors due them is selfish, then the Legion is selfish. If fighting in the State and National Legislature for justice to those who served their country, particularly those who lost their limbs and health in defense of Old Glory is selfish, then the Legion pleads guilty. If getting back of plans to boost for and brighten community life in the old home town is selfish, then the Legion surely wins the prize. And if lending a helping hand to a buddy in distress is dishonorable, then the Legion has reason to be ashamed of itself.

"Occasionally, other unfair criticism is made of the organization which those who honorably served their country have built up, criticism which plainly indicates that those who make it do so maliciously or through ignorance of that of which they speak. But in the heart of the great State of Kansas, in the minds of the majority of its citizens, The American Legion has earned for itself an esteem and a confidence of which it may justly be proud. Perhaps every Legion post in Kansas has not burned up the world; perhaps it doesn't expect to; but in its own way it does its bit and is always ready to lend a hand when help is needed either in the community or individually."

The Arithmetic of Compensation

The Acting Chairman of the Senate Finance Committee Discusses Some of the Fallacies of the "Break the Treasury" Theory

By Senator Porter J. McCumber

ADJUSTED compensation for veterans of the World War has ceased to be questioned as a matter of right and justice and now stands challenged as to dollars and expediency. The key to the door of restitution and relief for the nation's financially disabled ex-service men is now not so much a pair of scales as it is a dollar mark.

As patiently and as painstakingly as friends of the Adjusted Compensation Bill have labored to convince Congress and the country that the principle involved was just and righteous, so must they now bend their energies to proving that the practical details of the bill are sound, beneficial and financially possible. Having established the obligation, they must show that it is an obligation the country can afford to meet, and to meet with reasonable promptness.

The Senate recently by a vote of 47 to 29, and at the urgent behest of the President and the Secretary of the Treasury, recommitted the Adjusted Compensation Bill to the Senate Committee on Finance. The President asked the Senate to defer action on the bill until the tariff bill should become a law, the tax laws be revised and the foreign indebtedness to the United States be refunded. He laid greater stress on the refunding of the foreign indebtedness than the interest thereon might cover the annual expense of the compensation law. "Hold off a little while," was the substance of the President's request to the Senate. "We bow to the judgment of the President and the Secretary of the Treasury," was the Senate's reply.

I announced at the time that I was not convinced that any such grave and serious financial consequences would follow the immediate enactment of the bill as had been pictured by the Secretary of the Treasury and that I could not vote for the recommitment of the bill. Immediately after the vote I took the floor and attempted, not to defend the recommitment, but to explain what I believed it to mean. At that juncture of affairs I said, "The recommitment will, of course, delay the date on which the compensation bill would in all probability have become a law. The recommitment, however, will not, in my opinion, postpone the time at which the legislation proposed will become effective. Under the terms of the bill, the cash payment and the insurance plans are to come into effect as of July 1, 1922. Long before that date the bill, in its present or amended form, will be placed upon the statute books of the country."

So much for this bit of ancient history, water over the dam which turns no wheels. Our faces on this adjusted compensation matter are set to the future, not to the past. We must address ourselves to the mathematics of the situation. What will the Adjusted Compensation Bill cost and can the country afford to pay it?

There has been much loose talk about the "billions of dollars" the measure will cost and the "staggering" burden of taxation it will impose, but little

ferent manners in which they may be met without any additional burden of taxes.

The most that adjusted compensation could cost the country if every veteran entitled should take the insurance plan and have no borrowings against it for twenty years is \$5,273,000,000; the least that it could cost if every veteran entitled should demand cash is \$1,560,000,000. The Senate Committee on Finance, after the most careful and detailed study, reported that, under what would be the real operation of the measure, the total cost might be set at \$4,396,000,000. The Secretary of the Treasury himself gives only \$3,330,000,000 as the probable cost of the bill, the difference between these estimates being based upon different estimates of the number of men who will demand the cash payment.

Were it a question of the country's Treasury being called upon to meet this obligation in a lump sum this year or in several sums during the next two or three years, there would be justification for the position that we cannot afford it. But payments under the bill are to be scattered over the twenty years between 1923 and 1943 and the greatest amount due in any one year will probably not exceed \$200,000,000. Saying that the nation cannot afford to pay her veterans adjusted compensation under these circumstances is like saying that a man cannot afford to purchase a \$10,000 house, \$1,500 down and the balance in twenty years, just because he cannot raise the \$10,000 at the date of purchase.

Another one of the fallacies which seems to have found its way into quite general acceptance is that the country when it will have paid out this \$200,000,000 a year will have lost it, that the money, once paid out, will disappear as if by magic touch from the face of the earth. Sight is lost altogether of the fact that the money will go out into rapid circulation and much of it into the most productive of channels, particularly in the adjusted certificate, farm and home aid and vocational education features of the bill, which will be a great boon to the economic stability and prosperity of the country.

I will not here go deeply into the question of whether or not the great United States of America, the richest and most resourceful nation in the world, can afford an outlay of \$200,000,000 a year, in order to meet what I believe to be a sacred financial obligation to its veterans of the World War. This country can certainly do for its veterans what the poverty-stricken, debt-ridden and tax-burdened countries of Europe have already done for their fighting men of the World War.

The country not only can afford to pay adjusted compensation but it can pay it without increasing taxes. It was not without significance that the Senate Committee on Finance clipped off



(c) Harris & Ewing

"In the beginning the other Republican senators seem to have been willing to let Senator McCumber get the credit for activity in favor of the bill without intending that it should go as far as it ultimately did. But Senator McCumber took the bit in his teeth to a degree his fellow Republicans did not anticipate." This is the comment of Mark Sullivan, former editor of *Collier's*, now one of the most widely syndicated of Washington correspondents, in discussing some inside history of the recommitment of the Adjusted Compensation Bill. Senator McCumber's political career antedates the admission of his home State, North Dakota, to the Union, for he served as a member of the territorial House of Representatives from 1885 to 1889. He has been United States senator from North Dakota continuously since 1899. His present term expires in 1923. In this article Senator McCumber, one of the stoutest adherents of adjusted compensation in the upper house, discusses the practicability of the measure from the point of view of acting chairman of the Senate Finance Committee, a body which should be more familiar with the menace of a "bankrupt treasury" than any other group in America.

scientific discussion of the actual expenditures involved under probable conditions, nor of the way those expenditures are spread over a long period of time nor of the several dif-

from the Adjusted Compensation Bill as it was passed by the House of Representatives its taxation features. This was done largely because of the belief that payments under the bill could be met from the Treasury without the imposition of new taxes.

Promise is being held out that the inauguration of a national budget system is to save the taxpayers of the country anywhere from half a billion to a billion dollars a year. Surely the veterans of the country have a right to demand, if necessary, that out of such savings the nation shall meet this just and overdue obligation to them.

There is yet another way, however, in which this obligation may be met without the imposition of new taxes and with the savings under the budget system applied to the reduction of taxes that already exist. I refer to the \$10,000,000,000 which our late associates in the World War owe us. The interest alone on these debts will more than care for the payments necessary each year to meet the requirements of the Adjusted Compensation Bill. The amount of interest past due on the debts will take very good care of the financial consequences of adjusted compensation for the first four or five years. Where

there is a will, there's always a way, and in the case of adjusted compensation the will is strong both with Congress and the people to do justice to the ex-service men of the country. The Senate recommitment of the bill only served to make surer its ultimate enactment, which, I repeat, I believe will come well before July 1, 1922.

Both in presenting and pressing the claim of the ex-service man to an adjustment of compensation, The American Legion has, it seems to me, been fair and faithful to the interests of the whole country. We should be equally fair and faithful to them.

Making the Backward Post Go Forward

By J. R. Hollis

Commander Wilmington Post, Wilmington, N. C.

TO help the reader understand the conditions surrounding the Wilmington Post, I might quote a bit of our history, especially that part having to do with the period just after our organization. That was a period of mistakes almost from the beginning, and it is the hope that our mistakes may be of benefit to other posts just forming that prompts me to recall them. We started out upon the wrong basis and nearly shipwrecked our craft before we realized we were off our course. I cannot better express our policy than to quote an expression of one of our organizers when someone suggested getting co-operation from other sources. The organizer replied, "This is The American Legion, the boys will be breaking their necks to get in and to hell with the rest." Well, somehow the expected stampede did not materialize, and those members we had got we could not hold. We had absolutely no team work among the members and were never able to put over any proposition that we undertook. We were losing money and losing members. Also we were getting in debt.

In order to recuperate our finances, we secured the services of Irvin S. Cobb for a lecture, and sitting idly by, not having an advance ticket sale, we lost a hundred dollars there, which was pretty near the last straw.

Something had to be done and done quickly if there was going to be any salvage from the wreck at all. About that time we held an election and put in new officers and started over again. I should state here that the new officers are not better than the old ones, but we were in a position to profit by

"We were losing money and losing members. Also we were getting into debt." That summed up the whole story of Wilmington Post when its members made up their minds that they were not going to reach the salvage pile, however close to it they might be. They turned on their right heels—with the result that they now have the second largest post in the State and a treasury with something in it, and enjoy the good will and co-operation of the whole community. How did they get that way? Let Commander Hollis tell.

former mistakes and we worked upon new lines. At our first executive committee meeting we just looked the matter squarely in the face and made an inventory and found we had a whole lot less than nothing as far as finances were concerned. We faced the issue squarely and decided there was but one thing to be done, and that was to stop depending upon public sentiment and go to work and show the public and our own membership that we as an organization could and would amount to something in the life of the town.

We have made it a point to do something worth while at every opportunity and from that time on there has been no campaign, drive, local talent show, pageant or anything worth while in which our post has not taken part. We made a canvass of the county in the interests of the disabled soldiers and succeeded in getting results for every case handled. We put on an amateur

show, enlisted outside aid, and made about \$500. We have given military funerals to a number of men from overseas and generally made ourselves worth something to the community. I find that the public is always glad to help those who help themselves, and that is the only way to succeed. We are giving service and getting service in return.

Just to give you an example of the co-operation we are getting: May 30th as Memorial Day had never been celebrated in Wilmington until this year, and when we put the proposition up to the people, we got results. Every store of any consequence closed and everybody attended our exercises, and that is something that lots of folks said could not be done.

We have found that keeping in the public eye by doing something worth while is the best means of obtaining new members. Our newspapers give us all the publicity that we ask for. We never try to appeal to public sentiment on account of our war record, but we do not hesitate to ask the public for co-operation for any worthy undertaking for the benefit of the community and, believe me, we get it.

Our club dues are \$2 a quarter and we give to each member bringing in a new member \$1 in paid-up dues or cash as preferred. Our campaign is always on and will be as long as there remains a single man in our county that is not a member of The American Legion. In closing I should like to add that our officers and men are the best workers I ever saw and our adjutant is the best in the United States, and that helps like everything.

Camp Galbraith: A Thriving Legion Leave Area

SOLDIERS of the A. E. F. who were lucky enough to spend a vacation at Aix-les-Bains, Grenoble, Nice, or any of the other Army leave areas in France, used to wonder whether the wartime system of providing inexpensive holidays to large groups of men would ever be modified and adapted for peace time use in the United States.

The Department of Washington of The American Legion has done that very thing. Near Port Townsend in the foothills of the Olympic mountains is a 200-room hotel surrounded by a

pine forest. Christened Camp Galbraith in honor of the late National Commander and adapted to accommodate 1,000 veterans, the hotel has been thrown open to ex-service men and their families.

The venture is a notable example of Legion enterprise. The Department of Washington offers the advantages of this resort, upon payment of a registration fee of one dollar, at a charge of \$1.25 a day. Trout fishing, boating, bathing and hunting are some of the available diversions.

The applications of disabled men

are being given preference, but any ex-service man in the United States is entitled to enter the camp. Legionnaires from many states have already been guests and many others have made reservations for the rest of August and September.

The opening of Camp Galbraith early in July was followed by the arrival of the youngest Legionnaire—at least he held the record for a few hours—when Mrs. Ver T. Kendall, wife of the Legionnaire in charge of the camp, gave birth to a son. He was christened Ver Galbraith Kendall.

The Legion Returns to France



Photo International

EX-PRIVATE McGINNIS of Company D, 12th Machine Gun Battalion, Fourth Division, and Holroyd McGinnis of West Virginia, one and the same person, adjusted his straw hat, thrust his hands into his pockets and went through the head motions of a top sergeant counting a detail. He stood on a pier in Hoboken looking toward the gangplank of the *George Washington*, up which a procession of men wearing the button of The American Legion had been marching for half an hour.

"A solid squad and three left over for file closers—that's my State's delegation," he said. "It's some different from the day we sailed from here on the *Aquitania* in May of 1918," added Mr. McGinnis.

If winds have since blown fair and trains run on anything approximating schedule, Pvt. Mr. McGinnis should by now have landed at Cherbourg, been received at Paris by the French Government, visited Blois, Bordeaux and Tarbes, and entrained (but not in an *Hommes 40*) for the long haul from the Pyrenees to restored Alsace, where the Legion's official delegation to France is due on August 19th to be the guests of the city of Strasbourg.

McGinnis was right. It was different, this embarkation on August 6th of the second American Expeditionary Force for France, an expeditionary force carrying to the people of France from the people of America a new pledge of lasting friendship and sympathy, an expeditionary force of more than 200 members of The American Legion. This new rainbow contingent had assembled for its argosy in the garb of peace and looked forward to a mission of good will. These 200 delegates of The American Legion and the American people had once fought

Leaders of the Legion's Mission to France—Henry D. Lindsley, Past National Commander; John G. Emery, National Commander; Milton J. Foreman, Chairman of the First Caucus in Paris, and Franklin D'Olier, Past National Commander. Photographed aboard the *George Washington*

Ex-Private McGinnis, heading the West Virginia delegation, qualifies as a battlefield guide

American Photo Service



Photo International

Just one roll call after another for J. J. Wicker, Jr., business manager

for a better world, and they were going back to their old battlefronts to proclaim to the world that the United States still has confidence in the eventual readjustment of a war-shaken world, that the United States has not forgotten what it fought for and whom it fought for. As they gathered there on the pier—the men who had hiked along dusty roads or kept the Navy's tireless vigil—and bared their heads while the ship's band up on the forward deck played "The Star Spangled Banner," they knew that at the pier's end were lying rows of flag-draped

coffins which held the bodies of those who had given their lives for faith in that cause for which America fought. They felt as they marched up the gangplank that they were going back to France to promise over the fields where these men died that the battle for the unselfish purpose of this nation in the war will not end until those purposes are fulfilled.

All knew that they were going to France upon the formal invitation of the French Government to attend the dedication of the French monument to the A. E. F. at Flirey in the Toul sector, a monument that expresses the gratitude of the people of liberated Lorraine toward those who struck the first of the final blows that freed them. They knew that throughout the length and breadth of France they would be received by the French people with the same cordiality with which France had received them in more trying days. And with this knowledge, the embarkation of The American Legion delegation possessed a national importance. They were to be the spokesmen of America. America was behind them, wishing them God-speed and good luck.



Henley lost a leg at Somme

Particularly representative of the whole country (Cont. on p. 20)

EDITORIAL



All free governments, whatever their name, are in reality governments by public opinion; and it is on the quality of this public opinion that their prosperity depends.—
James Russell Lowell.

Fifteen Strong

MISSOURI'S adoption of the plan to provide cash compensation for her soldier and sailor sons gives the answer to President Harding's speech in the Senate opposing the Federal Adjusted Compensation Bill. Voting on the issue scarcely a month after the President's address, the people of Missouri cast the votes that made their State the fifteenth to give cash compensation to its veterans. The conclusion is unmistakable. The President may overawe the Senate, and a question of justice may be made to appear a question of economics so that its postponement will not appear so outrageous. But the people—the people of Missouri and of fourteen other States—regard a debt as a debt. They have shown at the ballot box that the primary consideration is the fact that the debt is owed, and acknowledging that it is owed, they do what every honest debtor does—they provide that it shall be paid.

The Sweet Bill and After

THE winning of the Sweet Bill victory, bringing with it the long-sought-for consolidation of the principal government agencies charged with administering to the needs of the disabled veteran, and making possible to a great degree the nation wide clean-up of disabled men's claims now under way, in itself more than justifies the existence of The American Legion. There were once those who maintained that no sound reason existed for ex-service men to form an organization. This is not argued seriously today, because there is now a general realization that American ex-service men can only gain their rights by fighting for them—and fighting hard.

The history of the Sweet Bill brings this fact out clearly. It required two years of the hardest kind of fighting by the Legion to overcome Congressional indifference and procrastination before the bill was made a law. Month after month, the Legion's National Legislative Committee at Washington, the members of the Legion's Hospitalization Committee and other Legion leaders—foremost among them, the late National Commander Galbraith—pressed their fight before Congressional committees, presented their arguments to individual senators and representatives, and rallied the support of those Government officials whose sense of fairness induced them to throw their weight in favor of the Legion's program. It is a commentary on the general attitude of the nation toward those who fought for it that so hard a fight was necessary to procure the passage of a bill which was stamped on its face with elementary justice and sound business policy.

The difficulty in inducing Congress to enact the Sweet Bill should clear any illusions from the minds of ex-service men. Congress is going to give veterans of the World War only such consideration as it finds inescapable. And The American Legion must continue to rely upon its able and aggressive National Legislative Committee to press unrelentingly those just causes of all ex-service men which still remain to be acted upon by the House and Senate and President Harding.

The Sweet Bill is now a law, but the Legion's fight does not rest there. The administration of that law must now be considered. The Legion must now help to make the administration of the law a success. Already, in furthering this aim, the Legion is participating in a nation-wide effort to insure

that every ex-service man entitled to compensation, vocational training or hospital treatment is brought into contact with the Veterans' Bureau created by the Sweet Act.

Throughout the country the Legion, in conjunction with the government agencies and the American Red Cross, is now engaged in a canvass of the ex-service men of every community to discover those men who have not received their rights through government dereliction, lack of knowledge, physical inability or any other reason. The successful carrying out of this national clean-up campaign is a direct obligation upon the Legion, as well as upon the Government, and Legionnaires in every community must be relied upon to help search out those buddies who must be aided before the Government has completed its duty.

The passage of the Sweet Bill opens the way to fulfillment of the Government's obligation to the disabled. Having gained the passage of the measure, the Legion must now see that its purposes are realized. We have taken our first objective. On to the next.

The Need for Americanization

A YEAR ago when there was much thought and discussion in the country on the problem of Americanism, the Senate of the United States passed what is known as the Kenyon Bill, providing Federal aid and cooperation with the several States in the education of non-English speaking persons and the assimilation of foreign-born residents. The passage of the bill was preceded by considerable discussion in the Senate. The bill went to the House and there slept in Committee until the close of the session—an effective way of killing a measure. Senator Kenyon, however, has re-introduced the bill in the Senate at this session and proposes to push it.

Is there not as much need of Americanization now as there was a year ago? Have we forgotten that during the war in the camps of this country it was necessary to separate men into two classes—those who could read an American newspaper and write a letter home and those who could not? Have we forgotten that out of the first 1,552,000 men given this test, 386,000 could not pass it?

Men may differ on what Americanization may mean, but the Americanization we need in this country is not comprised merely in removing illiteracy. That is important, but other things are necessary. It must cover the removal of prejudice against our Government by those who come from governments where they have been oppressed. It must create in the minds of those who come to our shores and those who are here a love of the institutions and ideals of our country. There are those speaking our language who need Americanization as much as those who cannot. The profiteer and grafter in government needs it. The man or woman who selfishly is willing to trample on his fellow men or women needs it. Americanization embraces respect for law, the desire to help one's fellow men, work, thrift, kindness, love of American institutions.

The American Legion can help to pass the Kenyon bill. It will merely be a step along the line of Americanization. But it will be a rallying point for all those who desire to join in the work of making America really American. The melting pot has not had sufficient fuel under it to do much melting. That fuel is education.

Former Secretary Lane put the whole thing in understandable language when he said:

We want to interpret America in terms of fair play, in terms of the square deal. We want in the end to interpret America in healthier babies that have enough milk to drink. We want to interpret America in boys and girls and men and women that can read and write. We want to interpret America in better housing conditions and decent wages, in hours that will allow a father to know his own family. That is Americanization in the concrete—reduced to practical terms. This is the spirit of the Declaration of Independence put into terms that are social and economic.

The ex-kaiser has decreed that no member of the well-known Hohenzollern family is to be allowed to act in the movies. Thus ends our chance of seeing someone lam the Crown Prince in the face with a custard pie or bend a crowbar over his head.

THE VOICE OF THE LEGION

The Editors disclaim responsibility for statements made in this department. Because of space demands, letters are subject to abridgement.

Disadjusted Compensation

To the Editor: Amid the moaning from the ranks of those who have been fighting adjusted compensation can be heard at times some blustering reference to "the best-paid Army," the inference being that if we hadn't squandered our pay we would all have had a nice nest-egg when we got out of the service and started in on the grand struggle which resulted when three or four million of us tried to slip into jobs which were non-existent. Let's use a little arithmetic. I have calculated that I paid for the privilege of fighting. Cast your eyes over these figures:

I volunteered in June, 1917, and served twenty-one months at an average of \$33 a month. Twenty-one times \$33 is \$693.

I carried \$5,000 worth of War Risk Insurance for fourteen months, at a monthly premium of \$3.40. Fourteen times \$3.40 equals \$47.60 for insurance. Subtracting \$47.60 from \$693 gives \$645.40, the net amount paid me.

I received a bonus of \$60 when I was discharged and compensation at the rate of \$6 a month for eight months, totaling together \$108. This, added to \$645.40, makes \$753.40, the grand total for my twenty-one months in service.

I am an iron moulder. During the war there was a great demand for men in my trade, and they were paid from \$7 to \$10 a day. I will figure from the minimum of \$7 a day. Each month contains 26 work-days. Now, 26 times \$7 equals \$182 a month. And 21 times \$182 equals \$3,822, the amount I could have earned by working at my trade instead of dodging bullets.

Now for the result: \$3,822 minus \$753.40 equals \$3,068, the amount which I lost by my service, the amount I "paid" for the privilege of fighting—\$3,068 plus three ugly wound scars and a severe case of bronchitis caused by gas.

Now the President and some of his tax-shy friends are saying that "this is no time to add to the country's financial burden" by paying compensation to veterans. Yet we forfeited our time when it was most valuable and offered our lives to boot. We never said: "This is no time to forfeit our valuable time—let's wait until later when there is no war and the demand for labor is not so high, so that we can better be able to put on the uniform."—IRL R. FELTER, Cincinnati, O.

Two Men Who Took Risks

To the Editor: I was in conversation recently with a representative business man. He related an incident which I think has a direct bearing upon the veterans' claim for adjusted compensation and the opposition to that claim by those who profited from the war. He said that during the war a certain official working in this country on the Schneider artillery designs was requested to make a trip to the Schneider works in France (the bomb-proof area). He was making a large salary. He agreed to go, but only on one condition. He required that the Government take out a \$50,000 insurance policy on his life. This the Government did, paying for the premium. I suppose this official made not less than \$15,000 or \$20,000 a year. He weathered the dangers of the submarine zone, and because of his services merited every consideration—and got it.

Now, contrast this with what happened in the case of that other man who also served, the buck private in the rear rank. Many of these whom I know had wives and children at home. They, too, braved the dangers of the submarine zone, and they also braved the more deadly perils of ac-

Portraits of Commander Galbraith

BECAUSE so many Legionnaires have requested pictures of the late National Commander Galbraith, National Headquarters has arranged to supply a portrait 11 by 14 inches at the cost price of \$3. These are now ready for delivery. If a thousand pictures are sold, the price will become \$2.50, and a refund of 50 cents will be made to each purchaser who forwarded \$3. Address Emblem Division, National Headquarters, The American Legion, Meridian Life Bldg., Indianapolis, Ind.

tual fighting. In most cases, they got \$33 a month, from which was subtracted their allotments, their insurance premiums and the half-coerced payments for Liberty Bonds. If one of them was unlucky enough to get a court-martial trial and sentence for a trivial breach of regulations, he probably was left penniless.

Is it proper that the Government which stands the expense of a \$50,000 insurance policy for a \$15,000 civilian worker, whose risks were comparatively slight, who was forging ahead in a profession that would not be interrupted by the war's ending, should have placed all the burden of his own insurance on the \$30 a month soldier?—HENRY MARTIN, Ex. Sgt., 28th Div., Bay City, Mich.

You Tell Him, Cushing

To the Editor: Just completed reading a fine article, "The Shamrock Battalion at the Ourcq." Won't someone who knows tell us about an isolated group of men who

fought through this salient called the First Anti-aircraft Machine Gun Battalion? Major H. D. Cushing and Captain Spann were their commanders. I think they were corps troops, First Army. It was as brave and heroic a band of fighting men as I ever met. Their exploits and bravery were noticed by such officers as General Pershing. General Petain cited and decorated them, and they were cited by the French artillery commander, Lt. Col. Babbier and Maj. Gen. William Lassiter, U. S. A. Not my outfit, but hats off to them.—Ex-Sgt., 42ND DIVISION, Cincinnati, O.

[Modesty, Sergeant, forbids. But if you want the full service record of this outfit from "someone who knows," we suggest that you write H. D. Cushing, Advertising Manager, THE AMERICAN LEGION WEEKLY.—EDITOR'S NOTE.]

Trouble-Making Posts

To the Editor: I have just finished reading an indictment of The American Legion in a weekly magazine. My first impulse was to write a letter to this publication protesting against the article and refuting its charges by bringing to its notice the thousands of Legion posts that, like the Focht-Tennant Post, of which I am a member, would be absolutely incapable of debasing the fundamental American principles by using force as a method of inculcating them in the rest of humanity. But after some reflection I realized that to cite these posts where the lawless element is completely in the minority would be no argument. The only argument, it now seems to me, must be the definite and relentless attitude of headquarters against the law-breakers in our own ranks.

There is no need to point out to former soldiers that there is a disturbing, although comparatively small element of lawlessness among us. We have seen it in France, when vandals would carelessly destroy acres of truck gardens which had been painfully cared for by old men and women, pull up grape vines and actually pull down barns and buildings; we have seen some of it in the camps in this country. But now, as in the war days, this lawless element is outnumbered by five to one, and only its turbulent activity brings it before the public notice more than the quiet, constructive and well-meaning majority of The American Legion.

THE AMERICAN LEGION WEEKLY can awaken in our own membership recognition of the fact that men and women engaged in presenting the aims and principles of reform movements are not merely "trouble-makers"; that they are conscientious and intelligent, and are sacrificing much for what they think is the welfare of the human race. We need not subscribe to any of these liberal and radical movements, but we can at least recognize that a great deal of thought and knowledge has gone into the formulation of their principles and that we Americans, who are pioneers in democratic government, should at least be willing to give these principles a hearing before the bar of intelligence.

I write this letter because I sincerely believe in the principles and aims for which The American Legion stands. For that reason, also, I am particularly sensitive to all criticism of The American Legion, especially when it is in a great measure justified. I feel that we cannot afford to permit a minority to besmirch the name of The American Legion before the people of America. I feel that our democratically chosen leaders must take immediate and drastic disciplinary action in order to do away with the element which makes us open to this criticism.—JOHAN J. SMERTENKO, Grinnell Ia.

A Prize of Five Dollars After You've Got Your Member

WRITE a letter to the editor of THE AMERICAN LEGION WEEKLY and tell him how you got your member, the arguments against the Legion you had to overcome, the telling argument in favor of the Legion which finally landed your man. If you had to go through fire and flood to get him, put that in, too. Put in anything that you think is likely to help any other Legionnaire to do his bit in the every-member-get-a-member campaign. Remember, your letter must be based on actual experience in getting at least one new member, and as proof of your own good faith in writing it, it must bear the attest of your post commander or post adjutant. If your letter is published, you will receive a check for five dollars. Address MEMBERSHIP EDITOR, THE AMERICAN LEGION WEEKLY, 627 West 43d Street, N. Y. C.

BURSTS AND DUDS

Payment is made for original material suitable for this department. Unavailable manuscript will be returned only when accompanied by stamped, self-addressed envelope

Waste of Time

In a Pacific Coast town there had been a slight earthquake shock and Messrs. Clancy and Callahan had both felt it.

"Patrick," said Mr. Callahan solemnly, "what did ye think whin first the ground began to trumble?"

"Think?" ejaculated Mr. Clancy with scorn. "What man that has the use of his legs to run wit' and his lungs to roar wit' would be after thinkin' at a toime like that?"

The Realist

Little Freddy came home one night with his clothes full of holes.

"What in the world has happened to you?" cried his mother.

"Oh, we've just been playin' grocery store and everybody was something," replied Freddy. "And I was the cheese."

Billet Suds

A pink, sweet-scented envelope

Came in my mail today.

I smiled to see my name spelled out

In such a cunning way.

And tenderly I opened up

That pink, sweet-scented note,

And felt just like a sickly pup

For this is what she wrote:

"Maw says can you send them silk shirts to a laundry because she can't do your washing this week till she gets back from a visit out to Uncle Jake's farm."

Mother Volstead Jingles

Handy Spandy Jack-a-Dandy
Loved home brew and cherry brandy.
He bought some at the corner store.
He doesn't drink them any more.

Little Miss Muffet

Sat on a tuffet

Taking her tea from a tray.

A jug of hard cider

Was resting beside her.

An officer took her away.

Raw Material Supplied

Mamma: "Johnny, why did you steal the jam?"

Johnny: "I didn't want to disappoint the preacher. He prayed for all our sins to be forgiven and I didn't have any sins."

The Soldier's Hymnal

Reveille—Christians Awake!

Prisoners' Call—When the Roll Is Called Up Yonder I'll Be There.

Assembly—Art Thou Weary?

Inspection—When He Cometh.

Setting up—Here We Suffer Grief and Pain.

Route march—Onward Christian Soldiers.

Mess—Come, Ye Thankful People, Come.

Fatigue detail—Go Labor On.

Lecture by officer—Tell Me the Old, Old Story.

Retreat—O Lord, How Happy We Should Be.

Lights out—Peace, Perfect Peace.

Taps—Sleep On, Beloved.

Fraud!

When a Mobile doctor came to visit the Robinson family by whom he had been summoned he found Mrs. Robinson in bed, her dusky face decorated with bandages. Mr. Robinson was sitting in stolid misery by the bedside.

"Cheer up, Sam," said the M.D. "She'll pull through all right."

"Don' yo' go tryin' to cheer me up,"

answered Mr. Robinson darkly, "fo' it's impossible, doctor. Heah Ah has her insured against accidents of all kinds only fo' days ago and paid down mah five dollahs, an' befo' de week is out she falls downstairs wid a bucket of coal and now look at her, all busted from end to end!"

The Lesser Evil

A dusky doughboy was emerging from a trench amid a succotash of shrapnel and shells.

"Come back here, you idiot," bellowed the captain. "Do you want to get killed?"

"Nossuh, don' care nothin' erbout it," yelled back Sam, "but when it comes to gettin' skeered to death or jes' nacherly killed, gimme de 'as'."

Then and Now

Yesterday's Sweetie: "Oh, George, please don't rock the boat. You know I can't swim a stroke."

Today's Sweetie: "Oh, George, please don't loop the loop. You know I can't fly a flap."

A Man of Honor

Roomer: "I regret that I cannot pay you my rent this week."

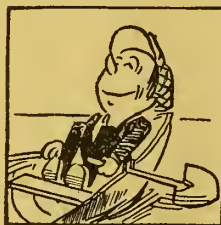
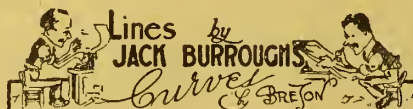
Landlady: "But you told me the same thing last week."

Roomer: "Well, I kept my word, didn't I?"

And Balky, Too

A corporal was marching in front of his squad when he overheard a voice in the rear rank say: "This squad is just like a flivver. The crank is in front."

"Yes," snapped back the corp, "but the nuts are all behind."



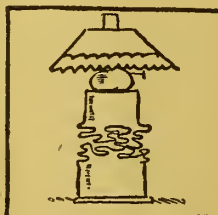
The Shell Lamp

This shell for martial deeds was wrought,
But as a souvenir 'twas bought;
Twill rest in peaceful men's abodes—
Unless the blooming lamp explodes.



An Ex-Engineer

When he goes rowing on the lake,
A pair of spades we see him take.
The war for him was not a joke,
For he acquired the shovel stroke.



The Reverse English

Long years ago, when Lafayette Came over here, did Frenchmen fret The way the Yankees did in France, With "Conjugations at a Glance"?

One Good Turn

Prohibitionist (sipping suspiciously): "I wonder what caused this cider to turn."

Old Soak (maliciously): "Perhaps there was a worm in the apple."

The Family Millionaire

If you would sell a bogus stock
Don't try your luck on me.

My house, my lot, it's all in hock.

My cook's the one to see.

Souvenir

A returned soldier found a pretty looking card in France and brought it home to have his wife hang in the parlor. It read:

"Ici on parle Francais."

"What's the idea?" she demanded. "That means 'French spoken here' and you know you don't."

"Well, I'll be darned!" ejaculated the ex-soldier disgustedly. "The guy that sold it to me said it meant 'God bless our home.'"

The Perfect Gentleman

I saw her standing in the car,

Old and bent and gray.

I could not bear to see her stand,

I looked the other way.

Great Improvement Noted

"Did you know," asked the proud resident of Terrell, Tex., "that this is a wonderful health resort?"

"Why, no," replied the traveler. "I hadn't heard about it."

"Fact. When I came to this city I couldn't walk and had to be carried from my bed."

"Remarkable! Remarkable! May I ask how long you have been here?"

"Oh," said the citizen, preparing to go home, "I was born here."

True Words Spoke in Jest

"Say, Madelon, this liver's something awful."

"I ver' sorry, mon cheri," answered his French bride. "I spick tomorrow wiz ze liveryman."

Solid Ivory

Hibrow: "Cubist art is passing, isn't it?"

Lobrow: "You betcher. Last night I shook a wicked pair of bones and made six straight passes."

Futility

She: "What could be more useless than a life spent just making money?"

He: "A life spent just trying to make money, my dear."

Natural

"Wonder what makes the boss so hard-boiled lately."

"Well, they say his missus keeps him in hot water all the time."

Until the Next Day

Mrs. Nagg: "I have no sympathy for a man who gets intoxicated every night."

Nagg: "Any man who can do that, my dear, isn't looking for sympathy."

Noah More Luck Than Nothin'

"Everybody drowned, you say?" demanded Noah of his wife. "Too bad, too bad. And just when I've got the Greatest Menagerie on Earth and in a position to take in a million."

Putting Punch in a State Conference

By L. R. Gignilliat

Commander, Department of Indiana

ONE of the doctrines continuously preached to the post commanders by the headquarters of the Indiana Department of The American Legion for the last year was, in substance: "Put the punch into your Post."

Consequently, when arrangements were being made for the second department conference of post commanders and adjutants, it was up to department headquarters to make good on its own sermon.

The conference was held at Culver Military Academy on the invitation of the trustees, and this made available for the use of the conference all of the equipment of the institution—the large dining hall, the open air theater, the gymnasium, the summer camp, and, most inviting of all, the splendid bathing pier in Lake Maxinkuckee and the fleet of cutters and power boats of the Culver Summer Naval School.

The idea uppermost in mind, in framing the program, was to make the conference primarily an outing, with enough business mixed in to allow the men to discuss their common problems, exchange ideas, plan new work and express opinions on issues of the day. Hence two business sessions and three recreation periods were decided upon. Remembering the advice to the commanders, our first care was to produce an entertainment program that would be sure to please and a business schedule that wouldn't go stale, for we intended this to be an example of how to animate the membership and maintain esprit. The aim was to offer something to these post representatives that could be duplicated, perhaps on a smaller scale, at their own post meetings. We could offer nothing that was not assured of a welcome by typical Legion men.

No headliner outside The American Legion's ranks was booked and no time was given for platitudes—but we had an energizing address by Alvin M. Owsley, acting director of the National Americanism Commission, and a particularly enlightening discussion of the activities of the Legion generally by Claude J. Harris of the Organization Division.

Those speaking on topics under discussion on the floor were limited to five minutes, and the speakers on the principal subjects made their addresses short and snappy. In this manner a wide field of discussion was covered and many terse, pointed ideas were presented to be carried back to the local posts in compact form and applied to local problems. We avoided, except in their late developments, discussions of some of the topics that are becoming whiskered in Legion meetings.

One of our most pressing problems in Indiana just now is the empty treasury. The department treasurer came to the meeting and one of the things he told us was, "If you fellows were to meet your Maker tomorrow and had no more to offer than I have for my creditors you would all go to hell." But

When Indiana department headquarters invited post officials throughout the State to a conference, it planned to make the event a glorified post meeting. In this article Commander Gignilliat tells how the idea succeeded.

our debt is not a tremendous sum by any means; in fact, it is quite moderate. Meeting our financial obligations is not a source of great concern. Our difficulty has been to settle upon a legitimate and dignified means for the department to raise money. Once we had that settled we could pay off the arrears readily enough. We wanted to clear up this debt and accumulate funds that would enable us to engage in a comprehensive program of Americanization, service to comrades, membership extension and publicity.

Thus the finance question was one of the most important items taken up at the conference. We held short meetings of the executive committee just before the opening of the business sessions and worked out the details so they could be presented concisely to the general meeting. It was obvious that the most satisfactory way to raise funds for the department treasury would be to invite the co-operation of local posts, and such a possibility had presented itself in the offer of a motion picture agency to book through the department headquarters to the posts in every town a film drama especially suited for Americanization purposes. This plan was offered on a basis by which the department treasury, the post and the agency shared the profits on a percentage basis. A contract was worked out and adopted by the conference, and more than 100 applications for bookings were filed on the spot.

The proposition was put into immediate operation and we expect it to boost our cash balance considerably and at the same time make money for every local post that brings it into its community. The picture is entitled "My Own United States" and is based on the story, "The Man Without a Country." The agency is handling all the theatrical details, and all the post is called upon to do is boost the attendance. Department headquarters handles the bookings, and twenty percent of the net proceeds of each exhibition go into our treasury.

In addition to finance questions, other subjects of no little importance were taken up. These included Americanization, the "every member get a member" campaign, the 1921 National and Department Conventions, the appointment of the Indiana delegation on The American Legion Mission to France, the disposition of delinquent members, and the publication of a department journal or magazine. We had specimen pledge cards for use in the membership campaign printed and distributed to the delegates and urged them to have a supply reproduced and placed in the

hands of every member of their posts. On one side the cards bore excerpts from Colonel Galbraith's last official message to The American Legion, calling on every member to get a member, and the reverse contained a pledge to do so, to be signed and turned in to the post adjutant.

The conference voted to send a disabled Legion comrade to France as one of the Indiana delegation and fixed a pro-rata assessment of about five cents on every member to meet the expense of the trip, as it was desired to send a man who could not otherwise afford to go.

The entertainment and recreation provided undoubtedly proved a big drawing card. Approximately 350 men, representing about 150 posts, attended. No little interest was created by arousing a spirit of rivalry among the several districts in the department, which are identical with the Congressional divisions. A cup was offered to the district having the nearest to 100 percent attendance, the percentage to be based on two representatives from each post. A handicap was given to the districts furthest removed from the place of the meeting, and community pride brought out many representatives from long distances who probably would not otherwise have made the trip. A second cup was offered the district whose representatives made the highest number of points in the rifle, athletic and aquatic competitions on the recreation program, and this brought out many entries and helped out down the side lines.

The men were requested to bring their bathing suits along and water sports, boating and swimming in Lake Maxinkuckee, one of the most beautiful fresh water lakes in the Middle West, became the most popular diversions of the two-day outing. Riding on the cavalry mounts of the Black Horse Troop of the military academy was a novel pleasure to which even the one-time sailors took with great gusto, and applicants for a second ride were so numerous that the event had to be repeated.

The whole recreational program was designed to put the men in a gleeful spirit and keep them that way. As I have pointed out, our aim was to give the men amusement ideas that they could take home and use to stir up and arouse the less active members. This is where our job of making good largely came in.

The fun was started off the first thing the morning after the early arrivals had had opportunity of getting settled. The program was inaugurated in the open-air theater, a place singularly adapted for events such as we had planned for this session. The opener was a sketch by Ralph Hubbard, an authority on Indian lore, in which the shades of the first American Legion welcomed the braves of today to the happy hunting grounds of Maxinkuckee.

Following this was a series of four

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"tests" to determine for what branch of the service the veterans were best qualified. These farces were staged amidst great glee. The candidates for the "aviation test" were blindfolded and, standing on a board, were hoisted about two or three feet from the ground by two men who kept the board agitated by short jerks and dips. All the while an automobile, backed up close at hand, was roaring away with a terrific sputtering and fuming, and a sharp breeze was whisked into the astonished novice's face by a vigorously wielded fan.

At the proper moment the candidate was commanded to jump (about the time he really thought he was thirty or forty feet in the sky and when the board had actually been lowered within a few inches of the ground). The victim's desperate excitement in clinging to a foothold on the board and the finale in the sprawl to the soft mat, after having worked up courage for the dangerous jump into he knew not what, were side-splitting.

The "cavalry test" involved straddling a piece of gas pipe placed across the backs of two chairs, putting the feet into a bushel basket suspended midway of the pipe length, and then attempting, with a short stick, to knock four hats from the top posts on either side of the two chairs. This innocent looking little act is called the "bucking broncho," and nine times out of ten the ambitious "rider," finding it impossible to maintain an equilibrium with his feet in the basket, goes toppling off the pipe with nothing to clutch at but a handful of air on the descent, which is usually very rapid.

The infantry number was a manual

of arms drill by the count, administered by the hardest-boiled sergeant in Indiana. Every man participating was obliged to wear a tin hat and keep the smiles wiped off. Artillerymen were assigned the task of harnessing a team—but when they volunteered they didn't know that the harness had been tricked and that parts of the breeching had been interchanged with the bridle straps.

That night a smoker was the attraction. First there was an exhibition of the picture which was offered the posts, as previously outlined. Later an hour or more of real fun was provided by a number of specialties in the boxing ring. Blindfolded boxers are always comical in action, and those who performed on this occasion were no exception. Many good indoor novelties for post entertainments were shown, and all were entirely worth while.

The meeting closed with a few additional novelties on the campus and an aquatic meet in the lake Sunday afternoon. Some of the water events were prize entertainment features—a molasses-feeding contest between two men on an unmoored raft, a bunting race in which the competitors had to push gasoline cans with their heads, and a ten-oared cutter race between crews of land-lubbers unskilled with the paddles.

The whole program gave, I am confident, a new interest in and impetus to American Legion work in Indiana; it instilled new enthusiasm into every man and will help keep up the morale and the fighting spirit during the hot weather, when the temptation to let down is hardest to overcome.



It takes a cavalryman to sit a piece of pipe across two chairs with the feet in a basket and knock four hats off the backs of the chairs. At least, so it seemed to the buddies at the Indiana conference where the "Hello Al" sign was hung out.

The World's Biggest Mopping Up Job

(Continued from page 6)

during June and July, agreed to join forces for a clean-up drive and formulated plans for organization and work. In these get-together sessions the Legion was represented by National Commander John G. Emery and Albert E. Haan, director of its National Service Division.

In a letter to all of his fourteen district managers, the Director of the Bureau of War Risk Insurance on July 15th announced the general purpose of the drive, outlined the plan upon which the work was to proceed and ordered each district manager to call immediately a conference of all American Legion department commanders and American Red Cross representatives in his regional district. Two days later there went out from the national headquarters of the American Red Cross to all Red Cross division managers a letter calling for their co-operation. At the same time the National Commander of The American Legion, in a forceful letter to all Legion department commanders and adjutants, sought to throw the united weight of the Legion into the drive.


The drive is now getting well into its swing, and it is more interesting to speak of what it is and what it is doing and how it is doing it than it is to deal with the ancient history of its plans. Overhead direction comes from Washington, where the Veterans' Bureau, national headquarters of the Red Cross and the National Service Division of the Legion are working in closest co-operation. Then come the fourteen regional offices of the Veterans' Bureau, where conferences have been held between the district managers of the bureau, the department commanders of the Legion and division and state representatives of the Red Cross.

These conferences in the regional district offices of the Veterans' Bureau were really the starting point of the drive. With few exceptions they were held promptly in the two weeks following the passage of the Sweet Bill. Out of them sprang the co-operation that is being given by the Red Cross and the Legion in each State, and the working agreements as to the form that co-operation shall take. Nor did these conferences adjourn and leave gaps between the district office of the Veterans' Bureau, the Legion departments and the Red Cross division and state organizations. Instead it was arranged that salaried, full-time representatives of the Legion and the Red Cross should be kept on permanent detail in all of the fourteen district offices of the Bureau.

The American Legion representatives stationed in the fourteen regional offices for liaison purposes were appointed by the director of the Legion's National Service Division. They are to represent the National Commander and to hold office for one year. As these fourteen regional offices are to be the real centers of the drive, from which the clean-up groups will work and to which they will report, the necessity for Legion and Red Cross representatives being constantly on the job is easily discernible.

Under the regional district offices come the actual working units of the

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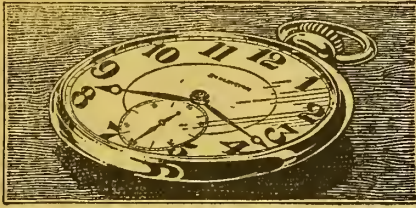
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drive, the clean-up squads. There is a clean-up squad for each State, composed of a medical examiner, a compensation and claims examiner and a representative from the district office of the Veterans' Bureau, all three designated by the district manager of the bureau. To these are added one man each from the Red Cross and the Legion, selected respectively by the division manager of the Red Cross and the department commander of the Legion. These clean-up squads have all been appointed and are at work. Their job is to establish contact with every disabled veteran of the World War in their territories, inform him of the benefits to which he is entitled under the law, receive and expedite his claim and gather all the information necessary for a final and just settlement of his case.

But just as the actual work to be done in the service always got down ultimately to the bucks and the gobs, so the brunt of the job in this clean-up drive is falling upon American Legion posts and members and the home service sector and field workers of the Red Cross. The exact details of what the Legion and the Red Cross are to do locally have been left to the department commanders of the Legion and the division managers of the Red Cross, who are authorized to mobilize their forces for effective co-operation with the Veterans' Bureau clean-up squads in each State. In this connection, the National Commander of The American Legion in his letter to all department commanders and adjutants said: "In no way is it desired to limit your scope of activities or plan of action. Our ob-

jective is results, and any method or means which are at your command to produce results will be considered the proper plan for your State."

It is possible, however, to paint a composite picture of the kind of work Legion and Red Cross units are about in the field. They are arranging for the closest sort of liaison between themselves and with the clean-up squads; to establish headquarters and a clearing house for the drive in each community; to hold public meetings; to send visiting committees to every hospital, institution or home where there are disabled ex-service men; to have delegations call on manufacturers, bankers, merchants, business men, chambers of commerce, Rotary and Kiwanis clubs, the Y. M. C. A. and the K. of C.; in small communities to make a house-to-house canvass, using the mails and the telephone; to secure the co-operation of theatres and motion-picture houses; to enlist the aid of lodges, fraternal organizations, religious societies and clergymen, and wherever possible to make a census check of all ex-service men and women in the community.

A special section has been set up in the Veterans' Bureau at Washington to absorb and assimilate the flow of claims which the clean-up squads are sending in. All matter sent in to the central office by the squads is being labelled "Clean Up Squad," and rushed through special and distinct channels for immediate action. A check is being kept upon the progress of the campaign by a tickler and check system. Over the progress chart is the word "Action"—hopeful and expectant.

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The Women's Auxiliary Looks Ahead

(Continued from page 5)

the future Auxiliary for which they are building. The pioneers of the Auxiliary will be there—the women whose loyalty and courage were evidenced even in the swaddling days of the Legion. They are the pioneers who were among those who petitioned the Legion's first governing body, the Committee of Thirty-Four, for recognition in advance of the Legion's first Convention at Minneapolis in November, 1919. They saw their hopes realized when that first Legion Convention decided that an affiliated women's organization of the Legion should be formed, and that membership should be based on relationship to World War veterans.

Many of these 1919 Auxiliary pioneers were also present at the Legion's Second National Convention at Cleveland in September, 1920, when plans were adopted for the expansion of the Auxiliary and the groundwork laid for the remarkable progress which the women's organization will look back upon as it meets in Kansas City this year. Those who meet at Kansas City will see the progress of the last year reflected in the fact that from 1,338 units on October 1, 1920, the Auxiliary's roll had increased to 3,326 on July 29, 1921, a gain of 1,988 units in nine months.

Furthermore, when the women delegates assemble at Kansas City they will represent complete state organizations of the Auxiliary in most of the Legion Departments. The Cleveland Convention of the Legion authorized the formation of department organization of the Auxiliary whenever the department

executive committee deemed it advisable. Under this ruling, more than 30 States have already perfected Auxiliary organizations, and indications are that most of the remaining unorganized States will have completed organizing in time to obtain representation in the Auxiliary's national convention.

The Auxiliary Convention will decide many broad questions of policy. Foremost perhaps will be the selection of a permanent name. The Committee on Women's Auxiliary at the Cleveland Convention of the Legion recommended that the women's convention adopt "a change in name, so as to obviate the use of the now unsatisfactory word 'Auxiliary.'" It suggested that the first Auxiliary convention adopt any name it might choose "not now in use by a similar organization." The Auxiliary Convention will also select a national headquarters for the women's organization.

The delegates to the Auxiliary Convention will be guests of the Legion Convention on its opening day, October 31, and will hold the first session of their own convention the following day. National Commander Emery of the Legion has stated that the fact that Legion and Auxiliary Conventions are held jointly this year is not to be considered a precedent.

Though fully independent, the Women's Auxiliary since its establishment has shown how closely it bears in mind the interests of the posts with which its units are affiliated. Even a casual reading of the items reporting post and

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unit activities shows how fully the Auxiliary is meeting the problems it encounters. A unit in New Jersey raises several thousand dollars to provide men in hospital with things to make them comfortable. A unit in Youngstown, Ohio, gives a musical entertainment at each meeting to attract Legionnaires. A unit in Chagrin Falls, Ohio, gives more than \$600 to help equip a new post clubhouse. The Auxiliary unit of Henry H. Houston Post of Germantown, Pennsylvania, finances the training of an aid in occupational therapy who prepares men in hospital for vocational educational courses. The unit of Robert E. Bentley Post in Cincinnati, Ohio—the late National Commander Galbraith's post—gives \$1,900 worth of gifts to men in hospitals in Cincinnati. So they run, these reports of what the Auxiliary units are doing, each one a record of whole-hearted kindness and thoughtfulness. The possibilities of co-operation between the posts and the Auxiliary units are almost unlimited.

And the realization of these possibilities is now so strong that the next year promises to see the Auxiliary's growth surpass the dreams of its founders. The members of the Auxiliary will await with interest the news of the decisions to be made at Kansas City. Those delegates who are privileged to attend this Convention will shape a great human structure that will be one of the monuments of American national life for years to come.

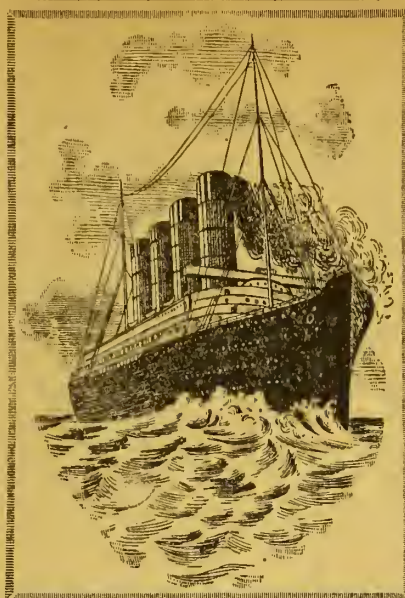
Auxiliary Convention Information

Each Auxiliary department organized by October 15 is entitled to send to the convention five delegates and one additional delegate for each 1,000 members, or major fraction thereof, whose dues have been paid according to the books of the National Treasurer on September 30th. Those departments which have not perfected organizations on October 15th will be entitled to send to the convention five representatives who will have the privilege of the floor but not of the vote. Departments will send alternates equal in number to their delegates.

Each department of the Woman's Auxiliary will send to Kansas City advance representatives to arrange for the reception of their respective delegations. These advance representatives should be the chairman or secretary of each delegation or some one appointed by them. Each advance representative will establish headquarters in a hotel assigned to the delegation, and when the delegation arrives it will report to its own delegation hotel headquarters for instructions from its own secretary.

Each delegation advance representatives will present upon arrival official certificates of delegates and alternates, executed in duplicate, containing the following information: Number of units in department; enrolled membership October 15, 1921; paid-up membership October 1, 1921; certificate that each delegate and alternate is a member of the Women's Auxiliary of the department, paid-up for the current year and otherwise in good standing; name and credentials of chairman and secretary of delegation; names and credentials of all delegates and alternates. Blank forms for these documents will be issued to department officials by National Headquarters of The American Legion. Instructions covering program and order of business, convention headquarters, entertainment and other matters will be issued also by National Headquarters.

Inquiries regarding accommodations, etc., at the convention should be addressed to the Convention Executive Committee, 125 Hotel Baltimore, Kansas City, Mo.



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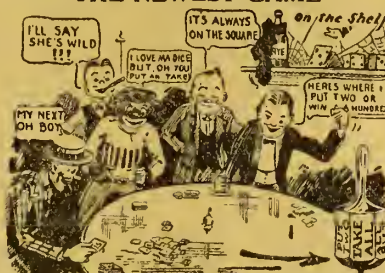
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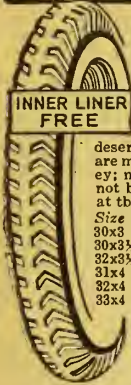
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Size	Tires	Tubes	Size	Tires	Tubes
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30x3 1/2	6.50	1.80	34x4 1/2	10.75	2.85
32x3 1/2	7.50	2.00	35x4 1/2	11.00	2.90
31x4	8.50	2.40	36x4 1/2	11.50	3.00
32x4	8.75	2.45	35x5	12.25	3.20
33x4	9.00	2.50	37x5	12.75	3.35

State whether you want straight side or clincher, plain or non-skid. Send \$2 deposit for each tire ordered; \$1 deposit on tubes, balance C. O. D. subject to examination; 5 per cent discount if full amount is sent with order.

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C. K. GROUSE CO. 131 Bruce Avenue
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Go Sell, Young Man, Go Sell

(Continued from page 8)

or Navy has learned to accept instruction, rehearsal, and highly personal criticism and to profit by experienced direction, instead of instinctively resisting its influence.

I do not mean to imply in the above that the former service man, at present engaged in some other field of endeavor, and without any practical experience in selling merchandise, would be well advised to throw up his job and seek a salaried position on the selling staff of some mercantile concern. The chances are that he would have great difficulty in landing such a position; for the average sales manager, although he is looking for the type of man who is apt to prove responsive to his methods of training, does not usually care to experiment with absolutely raw material.

If I were a young man anxious to enter the profession of salesmanship, I would endeavor to train and develop myself in the art of selling before I applied for a job on a sales manager's staff. For it can be done. Undoubtedly, however, one of the best ways of learning the game is by trying one's hand at house to house canvassing of some article, either in one's spare time or as a regular occupation.

Selling merchandise on commission in this way is not only the best but the quickest means of acquiring proficiency in salesmanship. More has been learned at kitchen doors from distracted housewives and unfriendly husbands, within a few months, than could have been derived from a year's study of a whole library of text books on the subject.

In a town not very far from New York City there is a retail store, dealing in household accessories and labor-saving appliances, which is said to do a business of more than two hundred

thousand dollars a year, and is one of the "show" establishments of the community. Eight years ago the young man who owns this business was a plumber's foreman out of a job. Unable to find work immediately in his own line, he applied for the local agency of a nationally advertised line of cook-stoves and, with the aid of a catalogue, started to "peddle" them from house to house.

His selling campaign among the housewives of the community enabled him to study human nature and develop a practical philosophy which has been a guide to him throughout his business career. He soon learned when to talk, and when to "let the other fellow do the talking"; the disadvantages of a poor "approach"; the art of holding the prospect's attention and "enlarging her interest"; the difference between an efficient "closing talk" and a poor one; and the various other fundamentals of successful salesmanship.

Although, when he started out, he had never sold any merchandise in his life, he was soon landing so many orders for cook stoves that he was encouraged to add a sideline of electric washing machines, and to rent a small store instead of carrying his office in his hat. Then he gradually took on other lines of household appliances, and his business expanded to an extent which enabled him to establish himself in one of the largest and finest stores on Main Street.

Try house to house canvassing for a few years, young man, if you would acquire proficiency in salesmanship. There is no better training. Selling merchandise on commission for the first few years of a career will provide a valuable preliminary training in the profession of salesmanship.

The Legion Returns to France

(Continued from page 11)

is the Legion delegation. Practically every fighting division and every State is represented. With them are men who had not seen service in France, but had toiled in the camps at home regretting their allotments from fate, and now, by the graces of that same fate, privileged to witness the evidences of what they too had helped accomplish.

The delegates were selected by the departments of the Legion, each State's quota of delegates being based upon its Legion membership. A number of departments are paying the expenses of one or more of their delegates.

Reminiscences had started before the gangplank of the *George Washington* had been pulled in. Holroyd McGinnis—who, incidentally, is a vice commander of the Department of West Virginia—was wondering whether he would have a chance to see the woods in the Argonne where he won his D. S. C. He has got a buddy to take his job as railroad traffic clerk so that he can revisit it.

Courtney Henley of Birmingham, Ala., told newly-found buddies among the delegates that Sommerance, on the edge of the Argonne near the river Aire, would have especial attractions for him. Henley, as a captain of Com-

pany M, 327th Infantry, 82nd Division, won the D. S. C. and lost a leg in Sommerance. Now, with an artificial leg, he hopes to walk again over the battlefield from which he had not permitted himself to be carried until his company had gained its objective.

In the Indiana delegation are two men whose expenses are being paid in recognition of their heroic deeds in the A. E. F. The Indiana department sponsored the trip of George B. Secrist, a former member of Battery A, 150th Field Artillery, 42nd Division, who was wounded by a high explosive shell near the Ourcq in August, 1918. He is a member of Skidmore-Dean Post of Indianapolis and is taking vocational training. Lexie Downham, formerly of Company M, 19th Infantry, is the other Indiana man honored. He was wounded twice, won the D. S. C. and was recommended for the Medal of Honor for the capture of a German machine-gun nest single-handed, in which feat he killed two Germans and took eight prisoners. After returning from France, he went back to his job in a restaurant in his home town, Anderson. The Kiwanis and Rotary Clubs of Anderson and the cadets at the summer military camps at Culver, Ind., made Downham's trip possible.

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Key number in parenthesis following ship's name indicates name, address and telephone of steamship company in list at bottom of this column.

EUROPE

Plymouth, Boulogne, London.

From New York

Sept. 20—Old N. State (159). Oct. 11—Centennial S. (159). Nov. 15—Centennial S. (159). Dec. 15—Centennial S. (159).

Bremen and Danzig

From New York

Aug. 23—Prin. Matoika (159). Aug. 23—Potomac (159). Aug. 30—Hudson (159). Sept. 22—Potomac (159). Oct. 3—Prin. Matoika (159).

Plymouth—Cherbourg and Bremen

From New York

Aug. 27—America (159). Sept. 28—America (159). Sept. 3—G. Washington (159). Oct. 4—G. Washington (159). Oct. 29—America (159).

SOUTH AMERICA

Rio de Janeiro, Montevideo and Buenos Aires

From New York

Aug. 31—South. Cross (91).

FAR EAST

Manila, Singapore, Colombo, Calcutta

From San Francisco

Sept. 14—Wolver. S. (105).

Yokohama, Kobe, Shanghai, Hongkong, Manila.

From Seattle

Aug. 27—Wenatchee (1). Sept. 17—Silver State (1). Oct. 8—Keystone State (1). Nov. 5—Wenatchee (1). Nov. 26—Silver State (1).

From San Francisco

Aug. 20—Golden State (105).

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Port Los Angeles, San Francisco & Hawaiian Islands.

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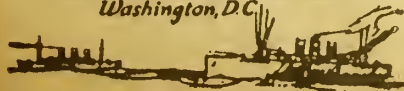
80 Matson Navigation Co.
120 Market Street,
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91 Munson S.S. Lines.
67 Wall Street, N. Y.
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105 Pacific Mail S.S. Co.
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Tel. Bowling Green 4630.

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45 Broadway, N. Y.
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The 32nd Division Association was represented by Theodore T. Gariepy, in the Michigan delegation, formerly a corporal of Company C, 125th Infantry. Gariepy, a member of Charles A. Learned Post of Detroit, won the D. S. C. in the Château Thierry region by risking his life under heavy fire to care for wounded men in an open field.

Past National Commander Franklin D'Olier was chairman of the committee charged with making arrangements for the trip, and Delancey Kountze of New York was vice-chairman.

A notable feature of the tour is the fact that it brings together the four living commanders and past commanders of the Legion: Milton J. Foreman, chairman of the A. E. F. caucus at Paris in February, 1919, at which the Legion was launched; Henry D. Linsley of Dallas, Tex., Mr. D'Olier and National Commander John G. Emery.

The delegates are as follows:

ALABAMA: A. J. Bouron, Courtney S. Henry, J. Lister Hill, Matt H. Murphy, General Steiner.

ARKANSAS: Leigh Kelley, Dr. A. Thiollere, James A. Ward, Jr.

CALIFORNIA: R. F. Garner, Jr., A. D. Houghton, Frank R. Nichols, Mendel B. Silberberg, O. C. Wyman.

CONNECTICUT: Earl D. Church.

DELAWARE: Governor William D. Denney, Arley B. Magee, Arthur M. Maris.

DISTRICT OF COLUMBIA: James A. Drain.

GEORGIA: Warren Bothwell.

ILLINOIS: C. B. Carter, S. C. Chapman, Jay Chappell.

INDIANA: A. Arthur Ball, Lexie Downham, John F. Goodwin, Charles D. Humes, Dr. Carleton B. McCulloch, Frank McHale, Robert Matters, Owen Mothershead, Samuel D. Royce, George D. Secrist, J. M. Smith, C. A. Tucker.

KANSAS: George Allen, Foss Farrar, S. E. Floyd, Thomas Lee, H. A. Muenzmeier, Harry Ortmeyer, E. W. Rolfe, Ernest Q. Smith, Dr. R. C. Young.

KENTUCKY: Dr. S. D. Bartle, P. V. Ruckman.

LOUISIANA: George B. Franklin.

MAINE: Roy L. Marston, Donald M. Payson, Charles H. Robinson, Theodore R. Thurston.

MASSACHUSETTS: Francis Lee Ball, Alfred M. Kreutz, Francis J. Roane, William H. Root, Robert S. Wallace.

MICHIGAN: Frederick M. Alger, Theodore J. Gariepy, William Hendrie, Burns Henry, George M. Lathrop, H. Augustus O'Dell, Clarence B. Randall, Alton T. Roberts, J. Deane Rucker, Stephen G. Sears, Guy M. Wilson, W. Scott Wood.

MINNESOTA: Harrison Fuller.

MISSISSIPPI: F. J. Block, George C. Hoskins.

MISSOURI: Charles W. Bartlett, Melvin W. Binswanger.

MONTANA: Dr. V. W. Foster.

NEW JERSEY: R. Percy Schenck.

NEW YORK: Robert C. Booth, C. W. A. Cannon, Edward L. Dupuy, Bernard Flood, Adolph Helwig, Aubrey W. Lawton, William P. Little, James J. Halligan, P. J. Morgan, Richard B. O'Connor, Horace R. Maher, Edward A. Simmons.

NORTH CAROLINA: Wade H. Phillips.

NORTH DAKOTA: James M. Henley.

OHIO: Chester C. Bolton, L. J. Campbell, W. O. Lathrop, Bascom Little, Dr. Charles McClelland, Judge Robert S. Marx, P. Lincoln Mitchell, Charles W. Montgomery, Robert C. Norton, Francis R. Rising, Wayne Stacey, Thomas W. Wiseman.

OKLAHOMA: Frank R. Benton, John Moseley, Charles E. Scott.

PENNSYLVANIA: Herbert Duggan, Armin H. Friedman, W. Griffen Gribbell, Franklin P. Holler, Jr., John B. Sprout, Lawrence S. Sharpless, H. R. Tully, J. L. Vaughn, J. B. Wardrop, Charles H. Wood.

RHODE ISLAND: Norman B. Smith.

SOUTH DAKOTA: D. W. Craig, Carrol D. Erskine.

TEXAS: Jed C. Adams, Ike Ashburn, Isador Greenburg.

UTAH: Buel Halloran, David Keith.

VERMONT: Wilbur C. Hall, H. L. Opie, Herbert S. Ragland, B. M. Ressel, Robert B. Turnstall.

WASHINGTON: James I. Grieg, Nicholas P. John, Charles F. Larrabee, P. J. Perry, John J. Sullivan, Walter Pollitz.

WEST VIRGINIA: E. H. Arnold, Rollo J. Conley, T. M. Hays, C. W. Hogg, Holroyd McGinnis, J. Byron Nickerson, Alex Reichblum, Earl H. Smith, Fred P. Stamp, George K. Wheat, George W. Wilson.

WISCONSIN: Harold Crosby, John S. Walbridge.

WYOMING: Frank R. Denton, Charles S. Hill.

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 **WE will help you** organize a Post Band, Orchestra, Drum and Bugle Corps or Glee Club. These are the things that create a permanent interest in your Post. They give the gang a chance to get together and make a noise. These musical organizations are the best advertisement your Post can have. They keep you before the public as well as sustaining interest of the members in the Post. We carry a complete line of high grade Band and Orchestra Instruments. Forty-three years in the music business. Thirteen big stores to give you service. Send for Our **FREE CATALOG**. Interesting and instructive. **JENKINS MUSIC COMPANY,** 903 Jenkins Bldg., Kansas City, Mo.

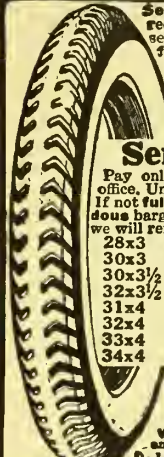
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have come to men through writing to me. I have shown hundreds how to step out of the rut of small pay work to magnificent earnings. Charles Berry of Winterset, Iowa, formerly a farmhand, jumped to a position that pays him over \$1,000 a month. Warren Hartle of 4425 N. Robey St., Chicago, once a clerk in the railway mail service, is now in the \$10,000 a year class. These men discovered that the big money is in the selling end of business. Let me tell you how you too can quickly become a Master Salesman in your spare time at home and qualify for one of the big money positions in this fascinating field.

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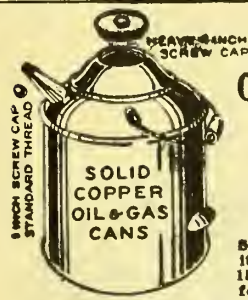
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30x3 1/2	8.60	34x4 1/2	14.00
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31x4	10.50	36x4 1/2	14.50
32x4	11.25	33x5	15.00
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With each tire ordered Write today. Be sure to state the size and whether S. S. or D. L. are wanted. Deduct 10% if full cash with order

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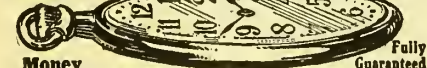
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Screw top makes it fire-proof—3 to 15-gal. sizes. Send for circular.

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Elegant Thin Watch \$2.95

Send No Money C.O.D.



Money Fully Guaranteed
This 1921 model Men's or Boys' popular 16 size perfect time keeper for only \$2.95. Solid Silveroid thin model case, open face, stem wind and set, position adjustment, fully tested. A written guarantee with every watch. Present given with each watch. Send no money. Simply pay the postman \$2.95 and the watch and present is yours. Fine Gold Filled Watch Chain, \$1.00 extra. CONSOLIDATED WATCH CO., Dept. 108, 160 N. Wells St., Chicago

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"Wanted—the June, 1921, copies of the AMERICAN LEGION WEEKLY. Darby no object. Despite the age of 70 and lumbago, I'd live three rainy weeks in a puppet for any of these issues—and repeat on slum at every mess call."

Pity him not. That adjustable back binder, made especially for our reader-owners, would have saved these issues. Each week he could have filed away his copy and in his declining years read again the tales of the big show.

A Money Order or Check sent promptly will bring you an

Adjustable Back Binder

FOR

THE AMERICAN LEGION WEEKLY
holding 52 issues.

Full Book Cloth (Red) at \$1.75 each—Postpaid
Fakrioid Covered (Black) \$2.25 each—Postpaid
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THE AMERICAN LEGION WEEKLY
627 West 43d St. NEW YORK

THE BULLETIN BOARD

A Department of Special Interest to Post Officials
and Committee Members.

A Rotating Post Headquarters

ALTHOUGH Ventura County, Cal., Post has its headquarters in the post adjutant's flivver, the attendance at post meetings far exceeds the capacity of any Ford. Ventura veterans are not organized for any one community, so their meetings rotate from town to town in the county, and it's a rainy night that doesn't bring out 100 men. None of the traditional Legion festivities are neglected, either. A theatrical troupe was organized this year and went on a tour of the four principal towns of the county, netting a considerable sum from its barnstorming trip. This fall the post will open a display of war trophies, an adjutant's office and headquarters for its Auxiliary at the county fair. In the meantime, post headquarters will continue to travel up and down the county, taking care of claims and digging up other troubles for the adjutant. By the way, Post Adjutant Charles P. Daly was furnished his portable office by the other Legionnaires, who felt they could afford the expense in view of their saving on more definite headquarters.

Doubling Up for Fun and Comradeship

TWO posts are better than one—certainly the Legionnaires of Lafayette Post of Philadelphia and Harold D. Speakman Post of Narberth, Pa., have found it so. They recently held a Saturday afternoon and evening picnic that was an enjoyable exhibition of comradeship—including even the baseball game between the two posts. "Great stuff—neighboring posts should make an effort to have more such get-togethers," reports Lafayette Post.

A Ready-Made Post Library

THE Armistice found most American citizens still engaged in the commendable pursuit of second-hand books for the men in the camps and on the ships. In some communities the books thus assembled were never shipped, but have since been held in the place where they were gathered—pending, perhaps, the outbreak of the next war. At least one post has decided that the next war will be so long in coming that to leave the books in idleness is like keeping money in a sock instead of the savings bank. George R. Anderson Post of Ardmore, Okla., recently salvaged 2,000 volumes which had been packed in boxes and stored about the time the Kaiser decided to take up reading instead of fighting. As a result the post has probably the largest private library in Ardmore. Any salvageable volumes floating around in your town?

This Is the Season

DEPARTMENT COMMANDER H. B. FELL of Oklahoma suggests that county fairs make ideal locations for reunions of World War veterans. He would have one American Legion Day at every fair, and would have a Legion booth at every fair, too, not only to give service for veterans but to help garner new members.

Watch Those Amusements

DEPARTMENT COMMANDER VERNON has issued a timely warning to Minnesota Posts against contracting for unreliable or objectionable amusement ventures. Commander Vernon points out that any attraction billed under the name of the Legion "must justify the confidence the public has in the Legion," and he asks every Post to inquire of the Post Activities Section at department headquarters before entering any agreement. He further suggests that a post should buy an attraction at a fixed price, taking all profits, or on a percentage contract compelling the promoter to share the risk. The Legion should benefit from any guarantee, because the Legion is the important party to a con-

tract, and the promoter. Commander Vernon also advocates the purchase of rain insurance to cover every out-door event the Legion may stage.

The Smaller, the Bigger

HENRY H. HOUSTON, 2nd, Post of Germantown, Pa., has a membership committee of 100 that is rapidly dwindling, and the faster it dwindles, the better for the post. Reason: Every member of the Committee is automatically discharged as soon as he brings in a new Legionnaire, and by new Legionnaire the Post does not mean anybody who ever was a member, for all former members are regarded as merely in arrears and not out of the Legion. Of course, a committeeman isn't required to retire as soon as he discharges his obligation; on the contrary, some of them already could have quit several times, but remain on the job.

A Program That Produced

WHEN Hamlet Post of Hamlet, N. C., embarked on its recent membership drive it did not go about the task haphazard. A special meeting of the post was called to organize the territory in which the drive was to be conducted, including not only Hamlet, but several neighboring towns. Speakers were designated, all members of the post, and a definite schedule was mapped out for them that included every town in the neighborhood. Places and dates of meetings were advertised by word of mouth, notices in county newspapers, picture-show slides and handbills. Not only did the post boost its own membership to 230, but it was the chief instrument in organizing a post in another town.

M. P., Peace Style

THE Benevolent M. P. is the invention of Charles W. Lohmann, a member of David W. Gentle Post of New York City. Mr. Lohmann interprets the peaceful equivalent of an M. P. as a "Membership Patrol" and suggests that his new policemen be used to corral veterans who are AWOL from the Legion. He would have them organized from groups of Legionnaires and Auxiliaries, concentrating their activities on tag days to be held frequently enough so that every available veteran could be made "it" at least once a year. The Lohmann M. P. would go out on his appointed day and stop every able-bodied man he might see, asking him if he has a service record and if he belongs to the Legion. Any non-members rounded up would be tagged immediately, something like this:

U.R.
A.W.O.L.
from the
AMERICAN LEGION
JOIN NOW

Sign here.....

The Lohmann invention doesn't stop with the M. P.; it includes a system for visits to offices, stores, farms and shops, to fraternal halls, churches and labor unions, besides such advertising schemes as band concerts, street rallies and general meetings.

Outfit Reunions

91ST DIVISION—Annual reunion in Los Angeles, Cal., Sept. 24 and 25. Former members of the division living in Montana, Idaho and Washington plan to make the trip to Los Angeles by way of Seattle and British Columbia.

34TH DIVISION—First annual reunion at Omaha, Neb., during the Ak-Sar-Ben Fall Festival, Sept. 19, 20 and 21. All veterans of the division may obtain free billets in the permanent Army barracks at Fort Omaha. Reduced railway fares may be obtained on all roads.



Three Tramps

When we pushed our hobnailed field boots into the back of the clothes closet, most of us swore off hiking.

Of course, our own particular outfit boasted of the long-distance marching championship, but who worries now about bettering his own world's record?

Weston might go on walking through the ages, but the soldier would garner a petrol wagon.

Right now, we know there must be "beaucoup" Buddies in the market for cars.

But the automobile manufacturers can't see it that way.

They have a mental vision of us rumbling along the highway in a mule-drawn limber, or going on a week-end party in a "40 hommes-8 chevaux," or plugging along some dusty road in columns of squads at route step on Sunday afternoons.

Or else they think that we come down to work in a supply-company wagon or take the family out for a ride on the rear end of the old rolling kitchen—

If we saw ourselves as some car manufacturers seem to see us, we'd be spinning around the realm in a rehabilitated army ambulance and going out on Wednesday night borne aloft on a stretcher.

We are, on the contrary, anti-walking—pro-automobile to a large extent.

Here's a way to keep ourselves from taking the dust.

Write in and tell us what machine you would like to see advertised in our Weekly and why.

A few thousand requests on the little old coupons will surely make some car manufacturer see the light.

Tramp—tramp—tramp! (Three tramps).

NEXT WEEK—HONK, HONK!

To the Advertising Manager,
627 West 43d Street, New York City.

I would like to see advertised with us:

Give name of automobile

Because..... Give reason

Name.....

Address.....

Post.....

I am a dealer and would like to see the following manufacturer
advertis with us

Give name

Because.....

Our Directory

These Advertisers support us—Let's reciprocate. And tell our AMERICAN LEGION WEEKLY. Or tell the same thing to

AUTO ACCESSORIES

Alr Friction Carburetor Co.	17
The B. F. Goodrich Rubber Co.	18
Eastern Rubber Co.	22
VV The Electric Storage Battery Co.	
Hudson Tire Co.	19
New Era Tire Co.	
Park Tire Co.	
Superior Tire Co.	20

AUTO TRUCKS

VVVV The Autocar Company.	
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BOOKS AND PUBLICATIONS

V American Publishing Co.	
P. F. Collier & Son Co.	
V Independent Corporation	
Nelson Doubleday, Inc.	

BUSINESS OPPORTUNITIES

Calculator Corp.	
VV Comer Mfg. Co. (Fbe)	
Hydro-United Tire Co.	18
Mellinger Tire & Rubber Co.	21
New Era Tire Co.	
V Albert Mills.	
V Standard Food and Fur Association.	
VVV Thomas Mfg. Co.	20
World's Star Knitting Co.	

FIREARMS AND AMMUNITION

Colt's Patent Fire Arms Mfg. Co.	
The Peters Cartridge Co.	

FOOD PRODUCTS

V The Genesee Pure Food Co.	
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HOUSEHOLD FURNISHINGS

VV Hartman Furniture & Carpet Co.	3
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INSIGNIA, MEMORIALS AND ORNAMENTS

VV American Legion, Emblem Dept.	Inside front cover
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"BE IT RESOLVED, that with a firm belief in the value of our magazine—THE AMERICAN LEGION WEEKLY—as a national advertising medium; with the realization that due to limited subscription price and constantly increasing cost of production, the improvements which we desire to see in it will only be made possible through increased advertising revenue—and that increased advertising revenue depends primarily upon our support of advertisers in the WEEKLY—we hereby pledge our support and our patronage, as individuals, and as an organization, to those advertisers who use the columns of our official magazine—THE AMERICAN LEGION WEEKLY."

Resolution passed unanimously at the Second National Convention of The American Legion.

Flour City Ornamental Iron Co.

VV C. K. Grouse Co.

JEWELRY

V Burlington Watch Co.

V Consolidated Watch Co.

V Redding & Co.

MEN'S WEAR

Hart, Schaffner & Marx

Kahn Tailoring Co.

The Perkins-Campbell Co.

Reliance Mfg. Co.

Tutelman Bros.

MISCELLANEOUS

VVV H. Clay Glover Co., Inc.

Standard Metal Works

MUSICAL INSTRUMENTS

Buescher Band Instrument Co.

VV C. G. Conn, Ltd.

Jenkins Music Co.

Ludwig & Ludwig

PATENT ATTORNEYS

VVV Lacey & Lacey

SCHOOLS AND INSTRUCTION

American School

VV Benjamin N. Bozue

Bliss Electrical School

V Chicago Engineering Works

Cleveland Automobile School

Dayton Aeronautical College

Federal School of Commercial Designing

of Advertisers

them so by saying, when you write—"I saw your ad. in the salesman or dealer from whom you buy their products.

VVV Franklin Institute

V Alexander Hamilton Institute

VV International Correspondence Schools

V La Salle Extension University

Merchant Marine Officers' Association

Missouri Auction School

Patterson Civil Service School

VVV William Chandler Peak

VV Marcus Luehn Quinn Conservatory of Music

V National Salesmen's Training Assn

VV Standard Business Training Institute

VV Sweeney School of Auto-1 tractor-Aviation

V F. W. Tamblin

U. S. School of Music

SMOKERS' NEEDS

V The American Tobacco Co., Inc.

V R. J. Reynolds Tobacco Co. (Cameo Cigarettes)

Chesterfield Cigarettes

VV General Cigar Co., Inc.

V Murad Cigarettes

SPORTS AND RECREATION

Cleveland Motorcycle Mfg. Co.

Ed. Hahn

V Harley-Davidson Motor Co.

V Head Cycle Co.

Stanley Specialty Co.

STATIONERY

VV Eaton, Crane & Pike Co.

TELEPHONE AND TELEGRAPH

VV American Telephone & Telegraph Co.

TOILET NECESSITIES

V Allen's Foot Ease

V The Peppodent Co.

V Simmons Hardware Co.

TRAVEL AND TRANSPORTATION

U. S. Mail Line

U. S. Shipping Board

TYPEWRITERS

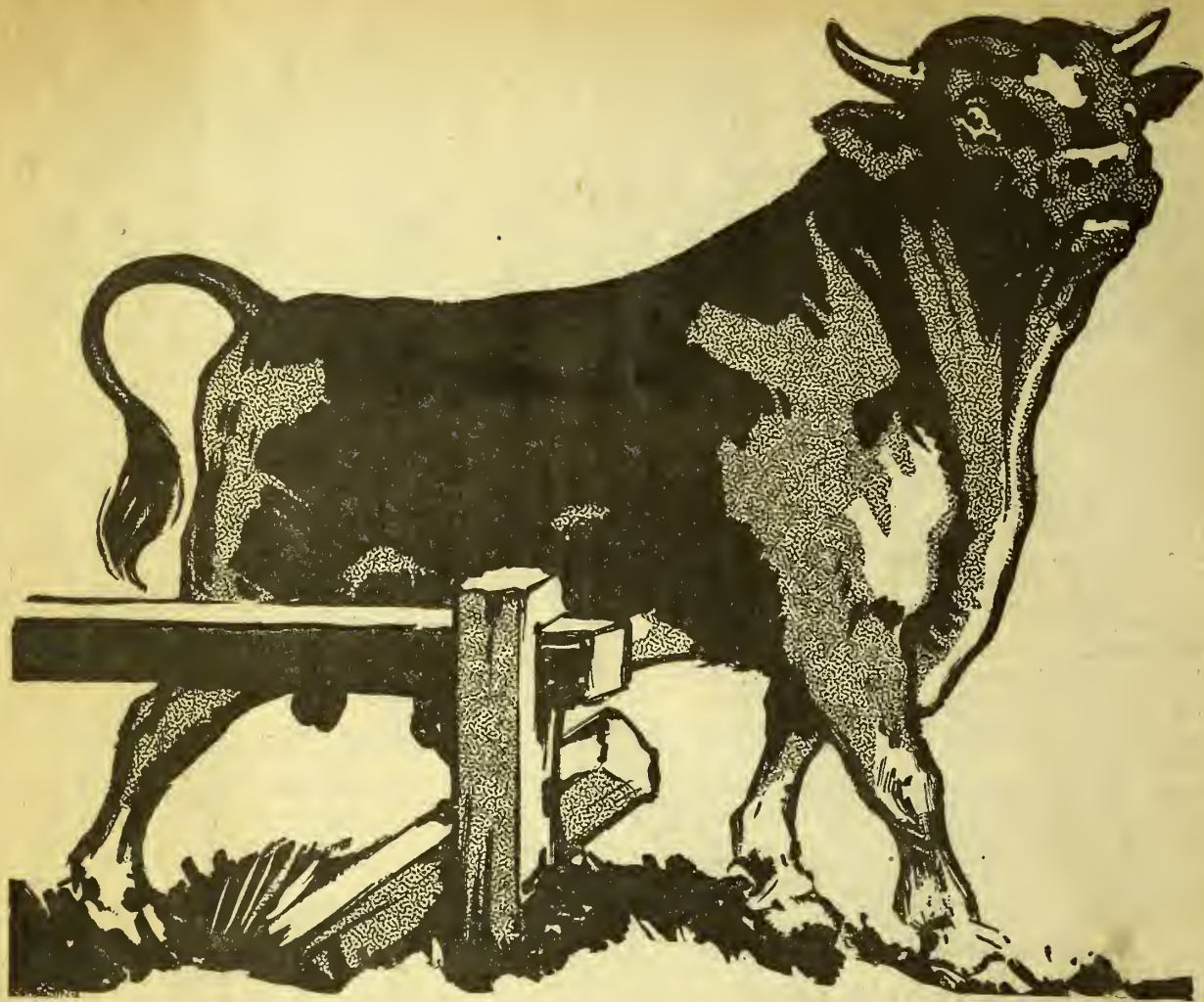
V Smith Typewriter Sales Co.

Typewriter Emporium

V SERVICE STRIPE—AWARDED ADVERTISERS WITH US REGULARLY FOR OVER SIX MONTHS. VV THE TWO AND VVV THREE STRIPERS ARE GROWING IN NUMBER, AND THE VVVV FOUR STRIPERS ARE BEGINNING TO APPEAR.

We do not knowingly accept false or fraudulent advertising, or any advertising of an objectionable nature. See "Our Platform," issue of February 6, 1920. Readers are requested to report promptly any failure on the part of an advertiser to make good any representation contained in an advertisement in THE AMERICAN LEGION WEEKLY.

Advertising rates: \$3.00 per agate line. Smallest copy accepted, 14 lines (1 inch). THE ADVERTISING MANAGER, 627 West 43d Street, N. Y. City.



GENUINE

“BULL” DURHAM

tobacco makes 50
good cigarettes for
10c



© Guaranteed by
The American Tobacco Co.
INCORPORATED

—which means that if you don't like “BULL” DURHAM
Tobacco you can get your money back from the dealer.